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TITLE: British Columbia's Agrifood and Seafood Sector Overview

ISSUE: BC Agrifood and Seafood Sector Statistics (2016)

BACKGROUND:

- British Columbia's agrifood and seafood sector is a major contributor to the provincial economy. The sector includes agriculture, fisheries, aquaculture and food and beverage processing. Over 200 agricultural commodities and 100 seafood species are produced and harvested with 700 distinct products exported to over 160 international markets.

DISCUSSION:

- In 2016, BC agrifood and seafood sector revenues reached a record \$14 billion, up 6.4% over 2015. This included \$3 billion from agriculture, \$1.2 billion from fisheries and aquaculture, and \$9.8 billion from the food and beverage manufacturing sector.
- BC agrifood and seafood exports reached a record high of \$3.8 billion in 2016, up 9% from 2015. Shipments to our top five markets generated over 90% of the total export value in 2016. The United States was BC's top trading partner with 71% of the market worth \$2.8 billion. China, Japan, South Korea and Hong Kong round out the top five export markets for BC agrifood and seafood products with a combined export value of \$732 million and a 20% share of total exports.
- China: BC agrifood and seafood exports to China have increased by almost \$150 million in two years. By 2016, China held an 11% share of our export market at \$407.2 million. Export values to China increased 32% from 2014 to 2015 and an additional 18.5% from 2015 to 2016. The top five products going to the China market in 2016 were crab, pork, food preparations for manufacturing (including natural health products), geoduck clams and hake.
- Japan: The value of BC agrifood and seafood exports to Japan have increased about 10% per year reaching \$207 million in 2016 for a 5% market share. The top five products going to Japan in 2016 were pork, herring, mushrooms, blueberries and farmed Atlantic salmon.
- South Korea: The value of BC agrifood and seafood exports to South Korea has almost doubled in two years reaching \$64 million in 2016 for close to a 2% market share. The top five products going to South Korea in 2016 were food preparations for manufacturing (including natural health products), alfalfa, fodder and animal feeds, followed by oilseeds, shrimps/prawns and oil/oilcakes.

- **Hong Kong:** Consistently in the top five, and recording more than 30% growth from 2015 to 2016, Hong Kong had just over 1% of BC's agrifood and export market share generating \$55 million. The top five products going to Hong Kong in 2016 were sea cucumbers, pork, cherries, food preparations for manufacturing (including natural health products) and geoduck clams.
- Recent efforts made to further develop these markets include:
 - Ministry of Agriculture and the Ministry of Jobs, Trade and Technology (JTT) (formerly, Ministry of International Trade) developed the BC Agrifood and Seafood International Market Development Strategy (the Strategy), which focuses on programs and services that support three key areas: increasing market knowledge, generating investment in activities that support export growth, and building networks to support success for BC companies in the marketplace.
 - The Strategy prioritizes five top markets where BC focuses the majority of its resources, including the United States, China, Japan, South Korea and Hong Kong. Made possible by Growing Forward 2 funding, AGRI and JTT plan for and lead several tradeshows in these markets every year.
 - In 2017/18, tradeshows/events include: Seafood Expo Global; China Fisheries and Seafood Show; Seoul Food and Hotel; Taste of Canada, Japan; Asia Fruit Logistica, Hong Kong; China Seafood Promotion, Guangzhou; Busan International Seafood and Fisheries Expo; and, Food and Hotel China.

ATTACHMENTS:

Attachment I: British Columbia Agrifood and Seafood Sector Snapshot 2016

Attachment II: British Columbia Agrifood and Seafood Export Highlights 2016

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Sector Snapshot 2016: B.C. Agrifood & Seafood

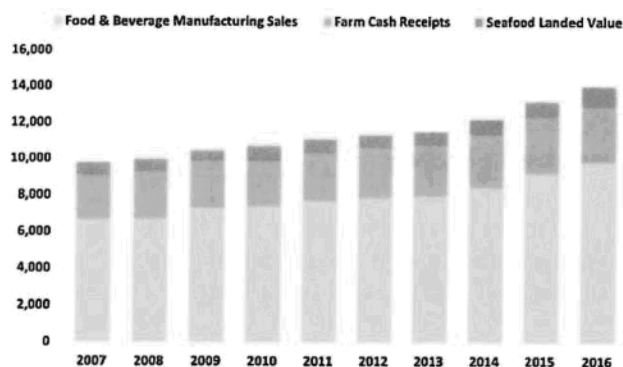
Sector Defined: British Columbia's agrifood and seafood industry includes primary production in agriculture, aquaculture and commercial fisheries, and processing of food and beverages.

➤ Over 200 primary agriculture products and about 100 species of fish, shellfish and marine plants are produced in B.C.

AGRIFOOD & SEAFOOD KEY FACTS

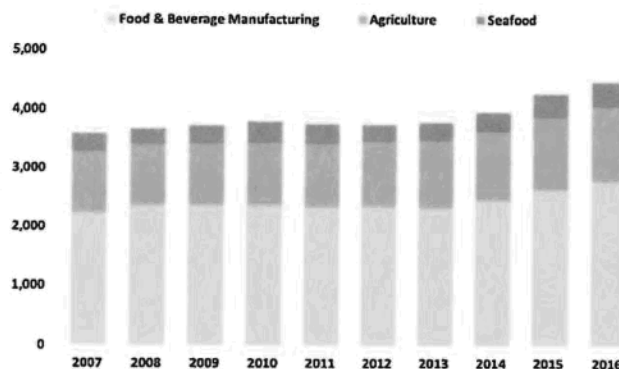
- ❖ **Sales: \$14.0 billion**
 - ❖ **GDP: \$4.5 billion**
 - ❖ **Share of Provincial Total GDP: 2.0%**
 - ❖ **Exports: \$3.8 billion**
- B.C. agrifood & seafood sales reached \$14 billion in 2016 - up 6.4 per cent over 2015.
- Total sales include \$3 billion in agriculture + \$1.2 billion in seafood + \$9.8 billion in food and beverage manufacturing.
- Growth in sales occurred in the seafood (aquaculture and commercial fishing) sector (up 31.2 per cent), and the food and beverage manufacturing sector (up seven per cent), while sales in the primary agriculture sector declined by 2.5 per cent.
- Total estimated agrifood and seafood GDP, at \$4.5 billion, rose 4.6 per cent over 2015.
- B.C.'s agrifood and seafood sector accounted for 2.0 per cent of B.C.'s total GDP which was \$218.8 billion in 2016.

Total B.C. Agrifood & Seafood Sales (\$ Millions)



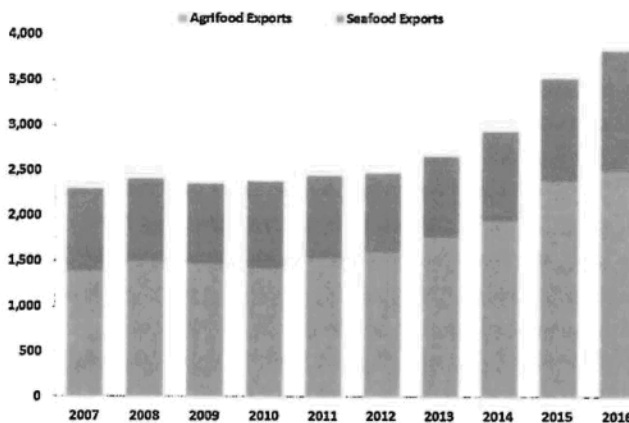
Source: Statistics Canada, Tables 002-0001 and 304-0015, CANSIM Database; and B.C. Ministry of Agriculture

B.C. Agrifood & Seafood GDP (\$ Millions)



Source: Statistics Canada, Table 379-0030, Cansim Database

B.C. Agrifood & Seafood Exports (\$ Millions)



Source: Statistics Canada, CATSNET Analytics

AGRIFOOD & SEAFOOD PRODUCTS EXPORT PROFILE

- B.C. exported a record \$3.8 billion in agrifood & seafood products to 160 markets in 2016.
- Total agrifood and seafood exports were up nine per cent over 2015 due to a 17 per cent increase in the value of seafood exports and a five per cent increase in the value of agrifood exports.
- Agrifoods contributed 65 per cent (\$2.5 billion) and seafood contributed 35 per cent (\$1.3 billion) to B.C.'s export value total for the sector.
- B.C.'s Top Five Export Markets: United States \$2.8 billion (71 per cent), China \$407 million (11 per cent), Japan \$207 million (five per cent), South Korea \$64 million (two per cent) and Hong Kong \$55 million (one per cent).
- The fastest growing of the top 10 exports markets were Ukraine (95 per cent), Philippines (40 per cent), Hong Kong (31 per cent), Australia (23 per cent) and South Korea (17 per cent).
- Top Five Exports: \$524 million in farmed Atlantic salmon; \$307 million in food preparations for manufacturing and natural health products; \$293 million in baked goods and cereal products; \$200 million in blueberries; and \$156 million in mushrooms.

Sector Snapshot 2016:

B.C. Food and Beverage Manufacturing

Sector Defined: B.C.'s food and beverage manufacturing sector comprises agrifood, seafood, beverage & tobacco.

- The food and beverage processing industry is comprised of about 2,600 establishments and is the second largest manufacturing sector in the province in sales and in GDP.

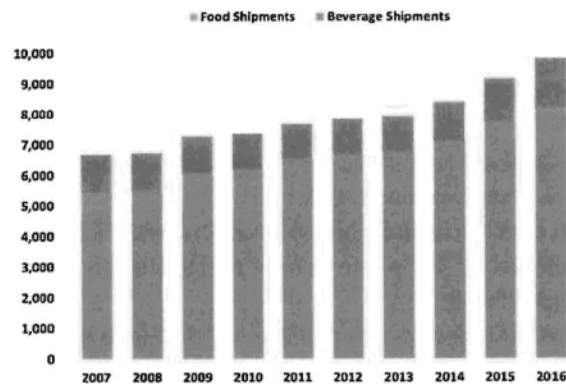
FOOD & BEVERAGE MANUFACTURING KEY FACTS

- **Sales: \$9.8 billion**
- **GDP: \$2.8 billion**
- **Share of Provincial Total GDP: 1.3%**
- **Exports: \$3.8 billion**
- Food and beverage manufacturing in B.C. generated \$9.8 billion in 2016 - a seven per cent increase over 2015.
- The sector employed 36,900 people in close to 2,600 establishments in 2016.
- **Top Shipments:** \$1.7 billion in meat and poultry products; \$1.4 billion in dairy products; \$1.0 billion in seafood products; \$0.8 billion in animal food products; \$0.8 billion in bakeries and tortillas; \$0.7 billion from breweries; \$0.6 billion from wineries; \$0.5 billion in fruit and vegetable products; and \$0.4 billion from soft drink and ice manufacturing.
- Combined sales from B.C. breweries, wineries, and distilleries amounted to \$1.3 billion in 2016.
- Food and beverage manufacturing made up 62 per cent of B.C.'s agrifood and seafood GDP in 2016, with contributions of \$2.8 billion.
- In 2016 B.C. ranked fourth among provinces in Canada in food and beverage manufacturing sales.

FOOD & BEVERAGE MANUFACTURING PRODUCTS EXPORT PROFILE

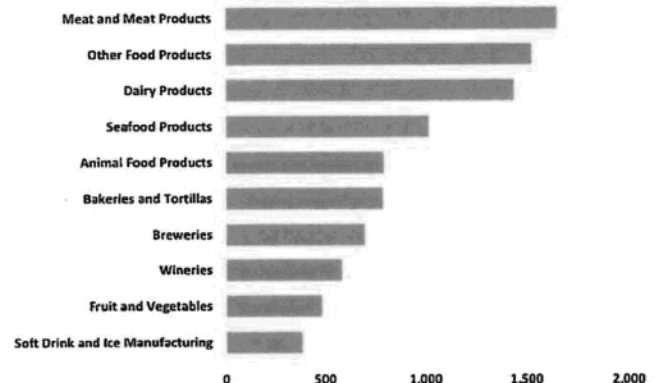
- B.C. exported \$3.8 billion worth of agrifood and seafood products in 2016. Processed products comprised 80 per cent of these exports, with the remaining 20 per cent comprised of live and fresh products.
- **Top Five Food Exports:** \$524 million in farmed Atlantic salmon; \$307 million in food preparations for manufacturing and natural health products; \$293 million in baked goods and cereal products; \$200 million in blueberries; and \$156 million in mushrooms.
- **Top Five Beverage Exports:** \$35 million in water; \$22 million in fruit & vegetable juice; \$10 million in wine; \$7 million in beer and cider; and \$3 million in other non-alcoholic beverages.

B.C. Food and Beverage Manufacturing Shipments (\$ Millions)



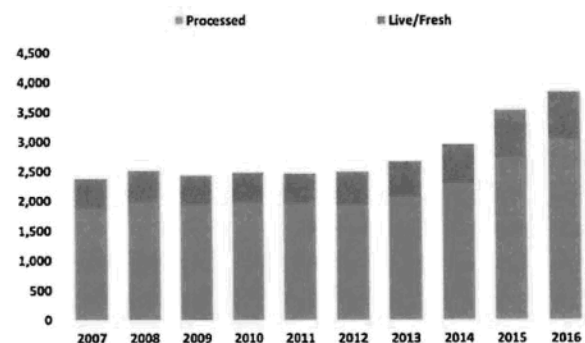
Source: Statistics Canada, Table 304-0015, CANSIM Database

B.C. Top Food and Beverage Manufacturing Shipments 2016 Ranked (\$ Millions)



Source: Statistics Canada, Table 304-0015, CANSIM Database

B.C. Processed and Live/Fresh Exports (\$ Millions)



Source: Statistics Canada, CATSNET Analytics

Sector Snapshot 2016: B.C. Agriculture

Sector Defined: B.C.'s agriculture sector includes primary production from farmers, growers and ranchers. Agriculture does not include post-farm processing.

➤ In 2016, B.C. producers led the nation in farm sales of blueberries, cherries, raspberries, garlic and apricots.

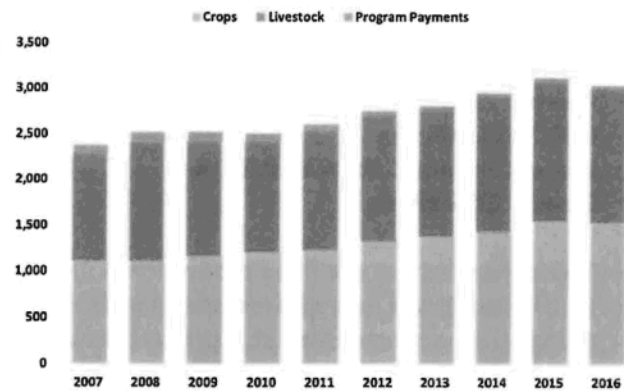
AGRICULTURE KEY FACTS

- ❖ **Farm Cash Receipts (FCR): \$3.0 billion**
 - ❖ **GDP: \$1.3 billion**
 - ❖ **Share of Provincial Total GDP: 0.6%**
 - ❖ **Exports: \$2.5 billion**
- Primary agriculture in B.C. generated \$3 billion in FCR down 2.5 per cent from 2015.
- Over 17,500 farms utilized 2.6 million hectares – less than three per cent of the provincial land base – to produce over 200 agriculture products.
- The top 10 commodities in terms of FCR in B.C. in 2016 were: dairy products chickens, greenhouse vegetables, floriculture, beef, nursery products, blueberries, eggs, mushrooms and grapes.
- Nationally, B.C. ranked second in FCR for: greenhouse vegetables, floriculture products, nursery products, mushrooms, grapes, cranberries, peaches, field lettuce, pumpkins, pears, Brussels sprouts, ginseng, nectarines, plums and prunes, spinach, and Saskatoon berries.
- Total estimated GDP for crop and animal production (excluding aquaculture) plus support activities for crop and animal production amounted to \$1.3 billion and accounted for 0.6 per cent of B.C.'s total GDP.

AGRIFOOD PRODUCTS EXPORT PROFILE

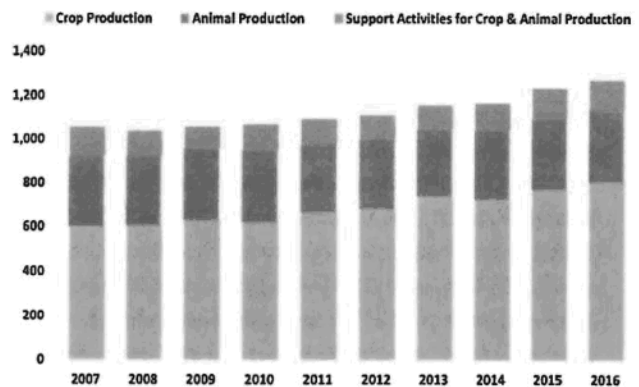
- Agrifood products include primary production products & post-farm processed products.
- B.C. exported \$2.5 billion worth of agrifood products to 147 markets in 2016. Total agrifood exports were up five per cent over 2015.
- Top Five Agrifood Export Markets: United States \$1.9 billion (77 per cent), China \$142 million (six per cent), Japan \$101 million (four per cent), South Korea \$54 million (two per cent) and Hong Kong \$31 million (one per cent).
- The fastest growing markets of the 10 top export markets were Australia (39 per cent), Philippines (38 per cent), Vietnam (33 per cent), United Kingdom (28 per cent) and Hong Kong (27 per cent).
- Top Five Agrifood Exports: \$307 million in food preparations for manufacturing and natural health products; \$293 million in baked goods and cereal products; \$200 million in blueberries; \$156 million in mushrooms; and \$119 million in chocolate & cocoa preparations.

B.C. Agriculture Sales (\$ Millions)



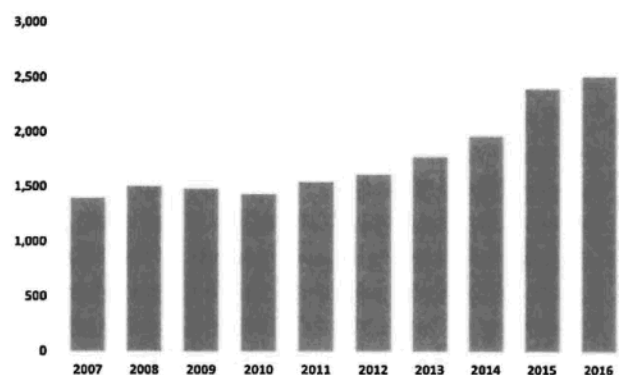
Source: Statistics Canada, Table 002-0001, Cansim Database

B.C. Agriculture GDP (\$ Millions)



Source: Statistics Canada, Table 379-0030, Cansim Database

B.C. Agrifood Exports (\$ Millions)



Source: Statistics Canada, CATSNET Analytics

Sector Snapshot 2016: B.C. Seafood

Sector Defined: B.C.'s seafood sector comprises primary production from commercial fishing and aquaculture. Seafood does not include post-vessel or post-farm processing.

- B.C. is one of the largest producers of farmed Atlantic salmon in the world.
- B.C. leads the nation in sales of farmed and wild salmon, halibut, rockfish, farmed oysters, tuna, hake and sea urchins.

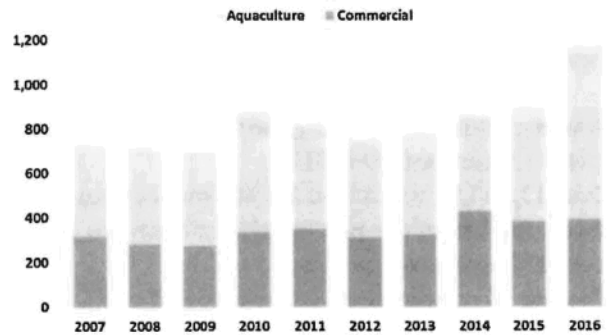
SEAFOOD KEY FACTS

- ❖ **Sales: \$1.2 billion**
 - ❖ **Harvest: 291,600 tonnes**
 - ❖ **GDP: \$415 million**
 - ❖ **Share of Provincial Total GDP: 0.2%**
 - ❖ **Exports: \$1.3 billion**
- Total sales of primary seafood production in B.C. were \$1.17 billion in landed and farm-gate value from about 100 species – an increase of 31.2 per cent above 2015.
 - Close to 2,400 vessels harvested 22.2 per cent more wild fish, shellfish and marine plants in 2016 than in 2015.
 - The 188,000-tonne commercial fishery harvest generated a total landed value of \$392.8 million – up 2.3 per cent over 2015.
 - In 2016, farmed fish, shellfish and marine plants were produced on 683 aquaculture operations.
 - The total aquaculture harvest of 103,600 tonnes was down 1.5 per cent from the previous year while the farm-gate value rose 52.9 per cent to \$776.8 million.
 - The top 10 seafood commodities in terms of sales were farmed Atlantic salmon, halibut, crabs, wild geoduck clams, wild chum salmon, farmed Pacific salmon, rockfish, wild sablefish, wild chinook salmon and herring.
 - Total estimated GDP for seafood amounted to \$415 million and accounted for 0.2 per cent of B.C.'s total GDP.

SEAFOOD PRODUCTS EXPORT PROFILE

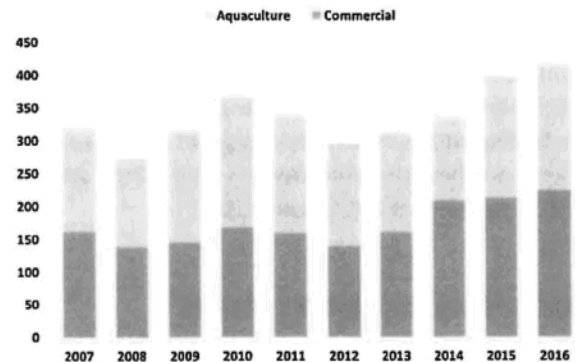
- Seafood products include primary production products and post-vessel and post-farm processed products.
- In 2016, B.C. exported \$1.3 billion in seafood products to 80 markets, an increase of 17 per cent in value from 2015.
- Top Five Seafood Export Markets: United States \$799 million (60 per cent), China \$265 million (20 per cent), Japan \$106 million (8 per cent), Ukraine \$31 million (2 per cent), and Hong Kong \$24 million (2 per cent).
- The fastest growing export markets of the top 10 markets were Ukraine (95 per cent), South Korea (61 per cent), Germany (51 per cent) and China (31 per cent).
- Top Five Seafood Exports: \$524 million in farmed Atlantic salmon; \$142 million in crabs; \$71 million in hake; \$47 million in shrimp & prawns; and \$45 million in herring.

B.C. Aquaculture & Commercial Fisheries Sales (\$ Millions)



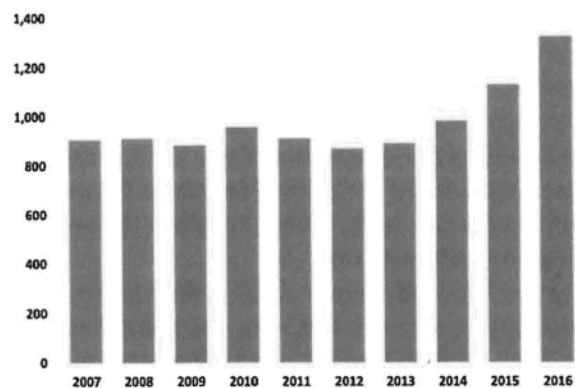
Source: BC Ministry of Agriculture, Seafood Year in Review

B.C. Aquaculture & Commercial Fisheries GDP (\$ Millions)



Source: Statistics Canada, Table 379-0030, Cansim Database

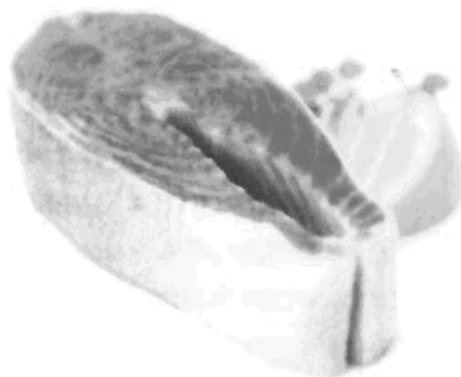
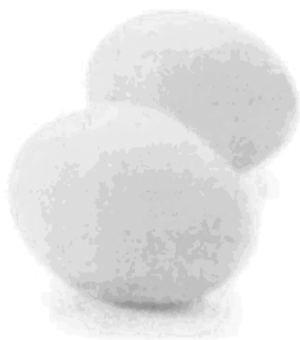
B.C. Seafood Exports (\$ Millions)



Source: Statistics Canada CATSNET Analytics



2016 EXPORT HIGHLIGHTS BRITISH COLUMBIA AGRIFOOD & SEAFOOD



A federal-provincial-territorial initiative



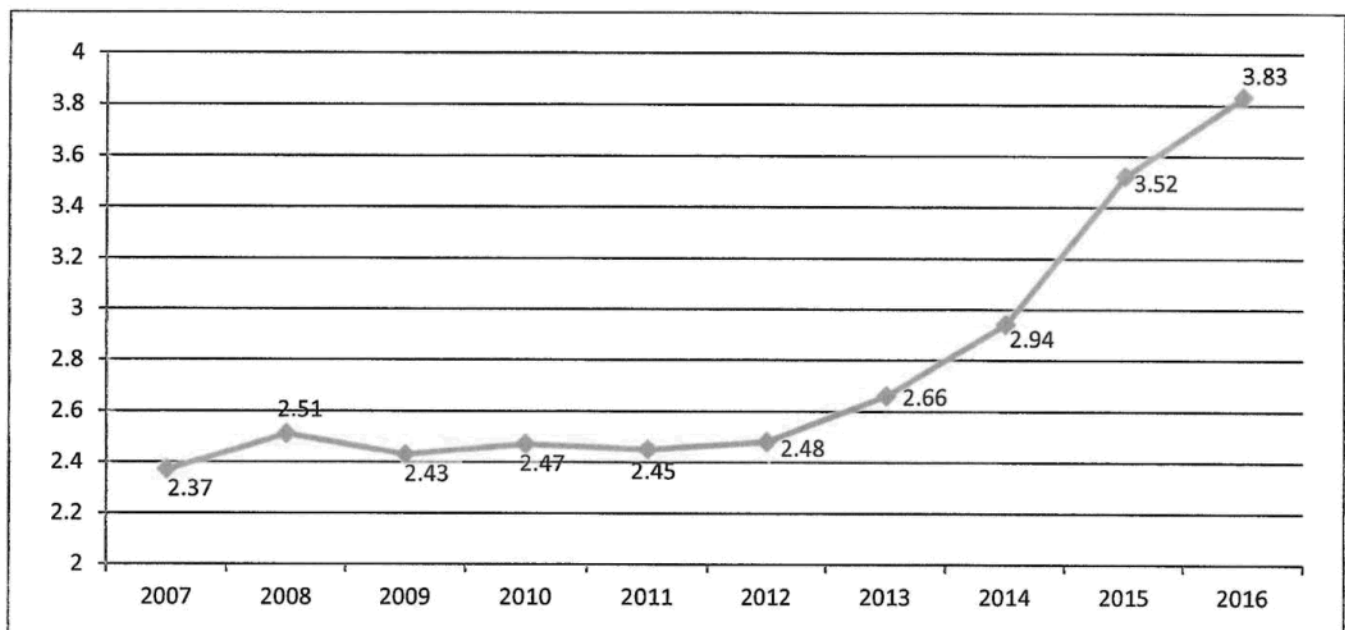
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BRITISH COLUMBIA AGRIFOOD & SEAFOOD EXPORT HIGHLIGHTS – 2016

- ❖ The value of British Columbia agrifood and seafood exports increased nine per cent in 2016. Of this, agrifood exports rose five per cent and seafood exports rose 17 per cent.
- ❖ In 2016, B.C. exported \$3.8 billion worth of agrifood and seafood products to 160 markets.
- ❖ Agrifood product shipments contributed 65 per cent and seafood shipments contributed 35 per cent to the total value of provincial agrifood and seafood exports in 2016.
- ❖ The top export commodities in 2016 were farmed Atlantic salmon valued at \$524 million and food preparations for manufacturing and natural health products valued at \$307 million.
- ❖ The United States (U.S.) was B.C.'s largest export market with a 71 per cent share in 2016 worth \$2.7 billion.
- ❖ Commodities with the greatest growth included:
 - Wild Chum up 169 per cent to \$45 million
 - Hake up 60 per cent to \$71 million
 - Herring up 29 per cent to \$45 million
- ❖ Markets showing significant growth included:
 - Ukraine up 95 per cent to \$31 million
 - Philippines up 40 per cent to \$20 million
 - Hong Kong up 31 per cent to \$55 million

TOTAL VALUE OF B.C. AGRIFOOD & SEAFOOD EXPORTS (\$ BILLIONS)



TOP B.C. AGRIFOOD & SEAFOOD EXPORTS

TOP B.C. AGRIFOOD AND SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Farmed Atlantic Salmon	\$255.0	\$411.3	\$524.2	13.7%	27.4%	U.S., Japan, China, Taiwan
2	Food Preparations for Manufacturing & Natural Health Products	\$234.8	\$293.6	\$306.8	8.0%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong, U.A.E.
3	Baked Goods and Cereal Products	\$185.8	\$230.4	\$293.3	7.6%	27.3%	U.S., Japan, China, Hong Kong
4	Blueberries	\$168.7	\$218.0	\$200.2	5.2%	-8.2%	U.S., Japan, Australia, China, Hong Kong
5	Mushrooms	\$88.1	\$131.2	\$156.4	4.1%	19.2%	U.S., Japan, Switzerland, France, Netherlands
6	Crab	\$102.0	\$116.0	\$141.5	3.7%	22.0%	China, U.S., Singapore
7	Chocolate and Cocoa Preparations	\$93.0	\$124.4	\$118.7	3.1%	-4.5%	U.S., China, Japan
8	Alfalfa, Fodder & Animal Feeds	\$84.3	\$107.7	\$116.9	3.0%	8.5%	U.S., China, South Korea
9	Plants, Bulbs & Flowers	\$81.7	\$96.7	\$106.9	2.8%	10.6%	U.S.
10	Pork Products	\$83.8	\$91.9	\$104.2	2.7%	13.4%	China, Japan, Hong Kong, Taiwan, Philippines, Chile, Singapore, U.S.
11	Peppers	\$71.5	\$89.6	\$93.2	2.4%	4.0%	U.S.
12	Cherries	\$53.8	\$91.7	\$83.3	2.2%	-9.1%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
13	Coffee & Tea	\$47.0	\$67.0	\$77.9	2.0%	16.3%	U.S., Australia, Japan, South Korea, U.K.
14	Hake	\$40.7	\$44.1	\$70.6	1.8%	60.0%	Ukraine, China, Lithuania
15	Fruit Syrups & Concentrates	\$39.6	\$55.0	\$65.4	1.7%	19.0%	U.S., Romania
16	Tomatoes	\$63.4	\$65.4	\$61.5	1.6%	-6.0%	U.S., Japan
17	Cranberries	\$29.1	\$55.5	\$56.1	1.5%	1.1%	U.S.
18	Live Bovine Animals	\$63.5	\$69.9	\$52.2	1.4%	-25.3%	U.S.
19	Shrimp & Prawns	\$48.6	\$49.9	\$46.5	1.2%	-6.8%	China, U.S., Japan
20	Herring	\$38.2	\$35.0	\$45.2	1.2%	29.0%	Japan, China, U.S., South Korea
21	Wild Chum Salmon	\$14.7	\$16.7	\$44.9	1.2%	169.3%	U.S., China, France, Spain, Portugal, Japan
22	Halibut	\$32.0	\$38.1	\$43.6	1.1%	14.5%	U.S.
23	Dairy Products	\$35.5	\$35.0	\$40.6	1.1%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Hong Kong, Singapore
24	Wheat Flour	\$38.4	\$37.1	\$38.3	1.0%	3.2%	U.S.
25	Geoduck Clams	\$47.0	\$43.5	\$38.1	1.0%	-12.6%	China, Hong Kong, Macao
All Other Agrifood and Seafood		\$903.4	\$909.6	\$907.1	23.7%	-0.3%	--
TOTAL AGRIFOOD & SEAFOOD		\$2,943.6	\$3,524.3	\$3,833.6	100.0%	8.8%	U.S., China, Japan, Hong Kong, South Korea

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. AGRIFOOD & SEAFOOD EXPORT MARKETS

- ❖ B.C.'s top 10 markets comprised 94 per cent of B.C.'s total agrifood and seafood exports in 2016.
- ❖ The U.S. alone was responsible for 71 per cent of B.C.'s agrifood and seafood exports in 2016.
- ❖ Food preparations for manufacturing and natural health products, B.C.'s second top export in 2016 at \$307 million, reached almost 80 different markets in 2016.

TOP B.C. AGRIFOOD AND SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$2,050.3	\$2,539.6	\$2,738.9	71.4%	7.8%	Farmed Atlantic Salmon, Baked Goods & Cereal Products, Food Preparations for Manufacturing & Natural Health Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Alfalfa, Fodder & Animal Feeds
2	China	\$259.5	\$343.6	\$407.2	10.6%	18.5%	Crab, Pork Products, Food Preparations for Manufacturing & Natural Health Products, Geoduck Clams, Hake, Cherries, Shrimp & Prawns, Flounder, Farmed Atlantic Salmon, Herring
3	Japan	\$187.8	\$190.4	\$207.1	5.4%	8.7%	Pork Products, Herring, Mushrooms, Blueberries, Farmed Atlantic Salmon, Shrimp & Prawns, Sea Urchin, Sablefish, Wild Chinook Salmon, Oilseeds, Baked Goods & Cereal Products
4	South Korea	\$33.5	\$54.3	\$63.6	1.7%	17.2%	Food Preparations for Manufacturing & Natural Health Products, Alfalfa, Fodder & Animal Feeds, Oilseeds, Shrimp & Prawns, Oil & Oilcakes, Herring, Sea Urchin
5	Hong Kong	\$62.8	\$41.9	\$54.9	1.4%	30.9%	Sea Cucumber, Pork Products, Cherries, Food Preparations for Manufacturing & Natural Health Products, Geoduck Clams, Sea Urchin, Eggs, Dairy Products, Baked Goods & Cereal Products
6	Taiwan	\$42.4	\$40.3	\$39.6	1.0%	-1.8%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Farmed Atlantic Salmon, Pork Products, Water, Sea Urchin, Poultry Products
7	Ukraine	\$10.3	\$16.1	\$31.4	0.8%	94.9%	Hake, Pollock, Sablefish
8	Australia	\$23.8	\$24.9	\$30.5	0.8%	22.6%	Food Preparations for Manufacturing & Natural Health Products, Blueberries, Coffee, Dairy Products, Wild Sockeye Salmon, Wild Pink Salmon
9	United Kingdom	\$20.7	\$26.2	\$21.2	0.6%	-19.0%	Food Preparations for Manufacturing & Natural Health Products, Wild Sockeye Salmon, Cherries, Oil & Oilcakes, Coffee & Tea, Sablefish
10	Philippines	\$15.3	\$14.1	\$19.7	0.5%	39.8%	Poultry Products, Pork Products, Food Preparations for Manufacturing & Natural Health Products
All Other Export Markets		\$237.2	\$232.9	\$219.5	5.8%	-5.7%	--
WORLD		\$2,943.6	\$3,524.3	\$3,833.6	100.0%	8.8%	Farmed Atlantic Salmon, Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Crab, Chocolate & Cocoa Preparations, Alfalfa, Fodder & Animal Feeds, Plants, Bulbs & Flowers, Pork Products, Peppers

Source: Statistics Canada, CATSNET Analytics (February 2017)

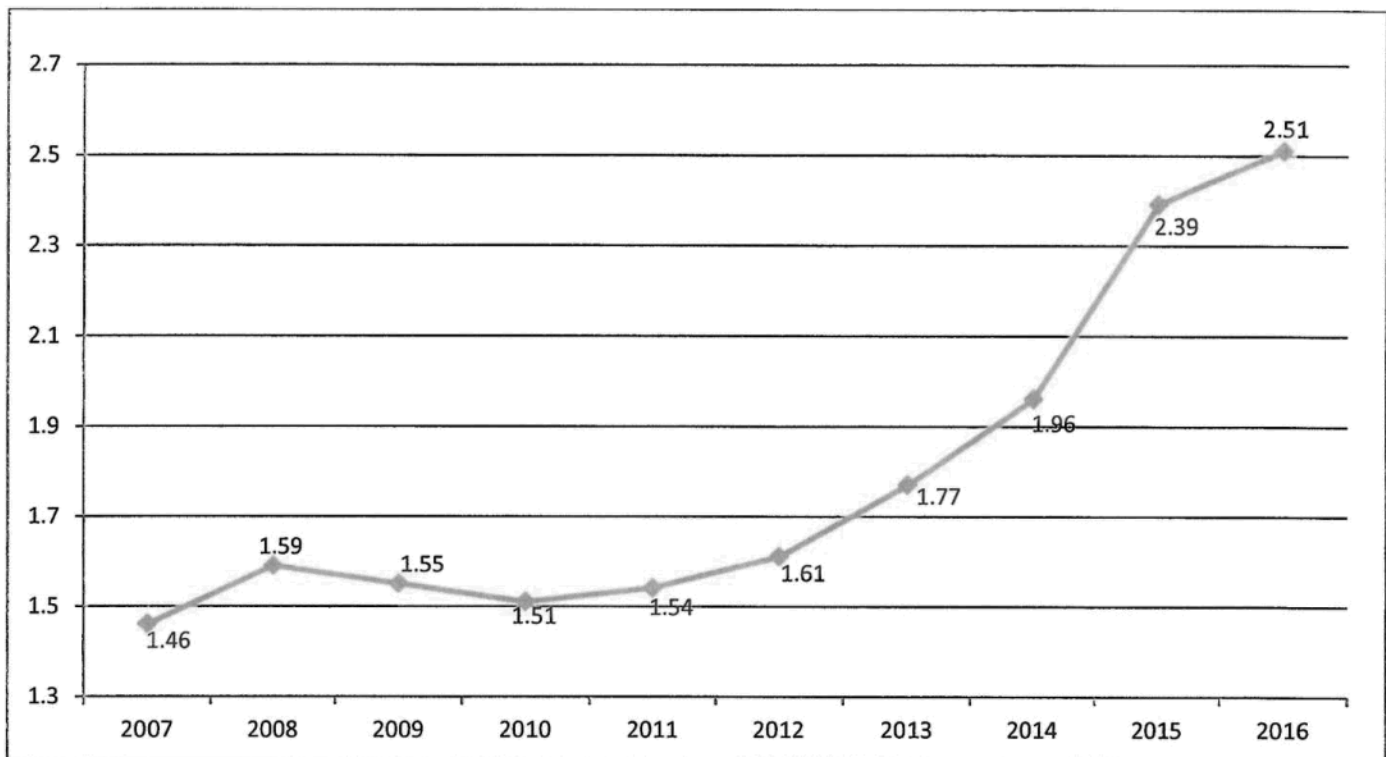
2016 BRITISH COLUMBIA AGRIFOOD EXPORT HIGHLIGHTS



B.C. AGRIFOOD EXPORT HIGHLIGHTS – 2016

- ❖ B.C. exported \$2.5 billion worth of agrifood products to 147 different markets in 2016, an increase of five per cent over 2015.
- ❖ Ninety per cent of the export value was generated by B.C.'s top five markets: U.S., China, Japan, South Korea and Hong Kong.
- ❖ Exports of fruit and nut products decreased by one per cent in 2016, falling from \$508 million to \$505 million.
- ❖ Exports of vegetable products increased by nine per cent in 2016, rising from \$331 million to \$362 million.
- ❖ Exports of animals and animal products decreased by two per cent in 2016, falling from \$276 million to \$271 million.
- ❖ Exports of beverages fell by 19 per cent in 2016, decreasing from \$98 million to \$79 million.
- ❖ Exports of other agrifood products grew by nine per cent in 2016, rising from \$1.2 billion to \$1.3 billion.

TOTAL VALUE OF B.C. AGRIFOOD EXPORTS (\$ BILLIONS)



TOP B.C. AGRIFOOD EXPORTS

TOP B.C. AGRIFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Food Preparations for Manufacturing & Natural Health Products	\$234.8	\$293.6	\$306.8	12.2%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong, U.A.E.
2	Baked Goods & Cereal Products	\$185.8	\$230.4	\$293.3	11.7%	27.3%	U.S., Japan, China, Hong Kong
3	Blueberries	\$168.7	\$218.0	\$200.2	8.0%	-8.2%	U.S., Japan, Australia, China, Hong Kong
4	Mushrooms	\$88.1	\$131.2	\$156.4	6.2%	19.2%	U.S., Japan, Switzerland, France, Netherlands
5	Chocolate & Cocoa Preparations	\$93.0	\$124.4	\$118.7	4.7%	-4.5%	U.S., China, Japan
6	Alfalfa, Fodder & Animal Feeds	\$84.3	\$107.7	\$116.9	4.7%	8.5%	U.S., China, South Korea
7	Plants, Bulbs & Flowers	\$81.7	\$96.7	\$106.9	4.3%	10.6%	U.S.
8	Pork Products	\$83.8	\$91.9	\$104.2	4.2%	13.4%	China, Japan, Hong Kong, Taiwan, Philippines, Chile, Singapore, U.S.
9	Peppers	\$71.5	\$89.6	\$93.2	3.7%	4.0%	U.S.
10	Cherries	\$53.8	\$91.7	\$83.3	3.3%	-9.2%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
11	Coffee & Tea	\$47.0	\$67.0	\$77.9	3.1%	16.3%	U.S., Australia, Japan, South Korea, U.K.
12	Fruit Syrups & Concentrates	\$39.6	\$55.0	\$65.4	2.6%	19.0%	U.S., Romania
13	Tomatoes	\$63.4	\$65.4	\$61.5	2.5%	-6.0%	U.S., Japan
14	Cranberries	\$29.1	\$55.5	\$56.1	2.2%	1.1%	U.S.
15	Live Bovine Animals	\$63.5	\$69.9	\$52.2	2.1%	-25.3%	U.S.
16	Dairy Products	\$35.5	\$35.0	\$40.6	1.6%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Hong Kong, Singapore
17	Wheat Flour	\$38.4	\$37.1	\$38.3	1.5%	3.2%	U.S.
18	Water	\$36.0	\$49.9	\$35.1	1.4%	-29.8%	U.S., China, Japan, Taiwan
19	Sugar & Sugar Confectionary	\$22.7	\$26.7	\$29.9	1.2%	12.1%	U.S., Costa Rica
20	Poultry Products	\$38.9	\$25.1	\$28.6	1.1%	14.1%	Philippines, U.S., Taiwan
21	Oilseeds	\$26.5	\$21.9	\$24.2	1.0%	10.2%	China, Japan, U.S., Mexico, South Korea, Pakistan, U.A.E.
22	Oil & Oilcakes	\$9.3	\$16.7	\$23.2	0.9%	38.8%	U.S., U.K., South Korea, China
23	Ground Nuts	\$1.8	\$5.3	\$22.8	0.9%	330.8%	U.S.
24	Fruit & Vegetable Juice	\$22.5	\$24.9	\$22.4	0.9%	-9.8%	U.S.
25	Apples	\$19.3	\$20.5	\$20.9	0.8%	1.7%	U.S., Vietnam
All Other Agrifood Products		\$323.4	\$343.0	\$328.9	-4.1%	13.1%	--
TOTAL AGRIFOOD PRODUCTS		\$1,962.4	\$2,394.1	\$2,507.9	100.0%	4.8%	U.S., China, Japan, South Korea, Hong Kong, Taiwan, Australia

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. AGRIFOOD EXPORT MARKETS

- ❖ At \$1.9 billion, exports to the U.S. comprised 77 per cent of B.C.'s total agrifood exports in 2016.
- ❖ Australia was B.C.'s fastest growing top market for agrifood products in 2016, rising by 39 per cent from \$19 million in 2015 to \$26 million in 2016.
- ❖ The United Kingdom became a top 10 market for B.C. agrifood with an increase in exports of food preparations for manufacturing and natural health products, from \$1 million in 2015 to \$6 million in 2016.

TOP B.C. AGRIFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

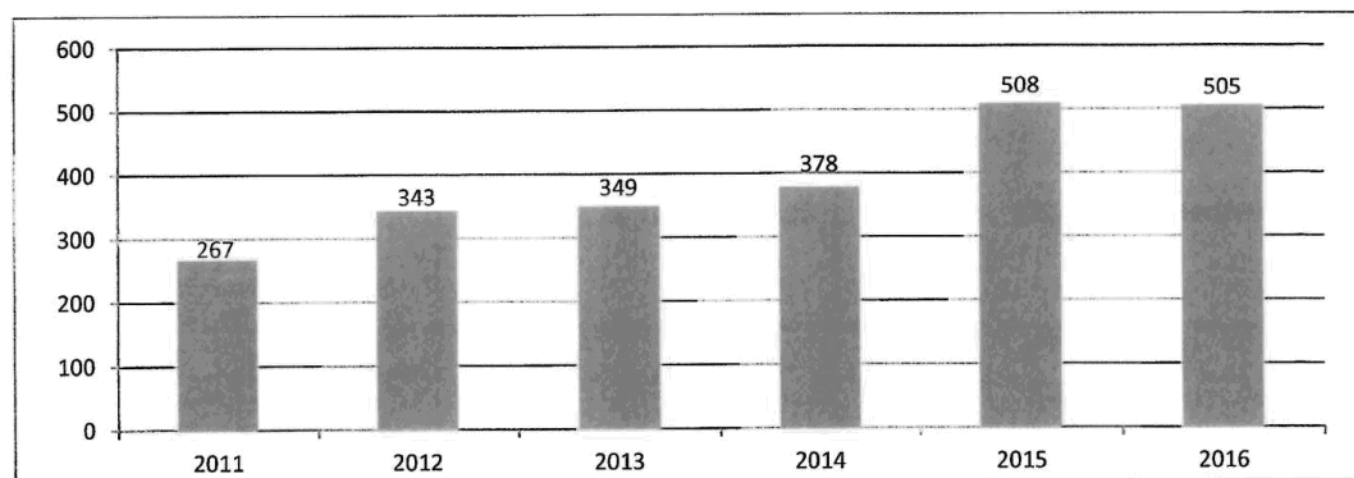
RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$1,508.3	\$1,844.7	\$1,940.3	77.4%	5.2%	Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Alfalfa, Fodder & Animal Feeds, Peppers, Fruit Syrups & Concentrates, Tomatoes, Cranberries, Malt
2	China	\$80.9	\$140.8	\$141.9	5.7%	0.8%	Pork Products, Food Preparations for Manufacturing & Natural Health Products, Cherries, Oilseeds, Water, Wine, Alfalfa, Fodder & Animal Feeds, Blueberries, Chocolate & Cocoa Preparations
3	Japan	\$79.6	\$103.3	\$100.8	4.0%	-2.5%	Pork Products, Mushrooms, Blueberries, Oilseeds, Baked Goods & Cereal Products, Condiments, Sauces, Seasonings & Soups, Coffee, Water, Wheat, Malt
4	South Korea	\$29.3	\$48.0	\$53.6	2.1%	11.6%	Food Preparations for Manufacturing & Natural Health Products, Coffee, Alfalfa, Fodder & Animal Feeds, Oilseeds, Hemp Seeds, Peptones/Hide Powder/Protein Derivatives, Pork Products
5	Hong Kong	\$31.4	\$24.6	\$31.2	1.2%	26.5%	Pork Products, Cherries, Food Preparations for Manufacturing & Natural Health Products, Eggs, Dairy Products, Blueberries
6	Taiwan	\$35.2	\$30.3	\$29.6	1.2%	-2.1%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Pork Products, Wine, Water, Poultry Products
7	Australia	\$17.3	\$18.9	\$26.3	1.0%	39.1%	Food Preparations for Manufacturing & Natural Health Products, Blueberries, Coffee, Dairy Products
8	Philippines	\$15.2	\$13.9	\$19.2	0.8%	37.8%	Poultry Products, Pork Products, Food Preparations for Manufacturing & Natural Health Products, Condiments, Sauces, Seasonings & Soups
9	Vietnam	\$8.8	\$12.5	\$16.6	0.7%	32.9%	Apples, Cherries, Food Preparations for Manufacturing & Natural Health Products, Distilled Spirits, Poultry Products
10	United Kingdom	\$7.9	\$9.4	\$12.1	0.5%	28.1%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Oil & Oilcakes, Coffee
All Other Export Markets		\$148.5	\$147.7	\$136.3	5.4%	-7.6%	--
WORLD		\$1,962.4	\$2,394.1	\$2,507.9	100.0%	4.8%	Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Alfalfa, Fodder & Animal Feeds, Plants, Bulbs & Flowers, Pork Products, Peppers

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – FRUIT & NUT PRODUCTS

- ❖ Despite decreasing in value from \$218 million in 2015 to \$200 million in 2016, blueberries remained B.C.'s top fruit and nut export in 2016, and B.C.'s fourth largest agrifood and seafood export overall.
- ❖ In 2016, exports of cranberries went almost exclusively to the U.S., with \$55 million being exported there.
- ❖ Cherries were one of B.C.'s most diverse fruit and nut exports, reaching 22 markets in 2016.

TOTAL VALUE OF FRUIT AND NUT PRODUCT EXPORTS (\$ MILLIONS)



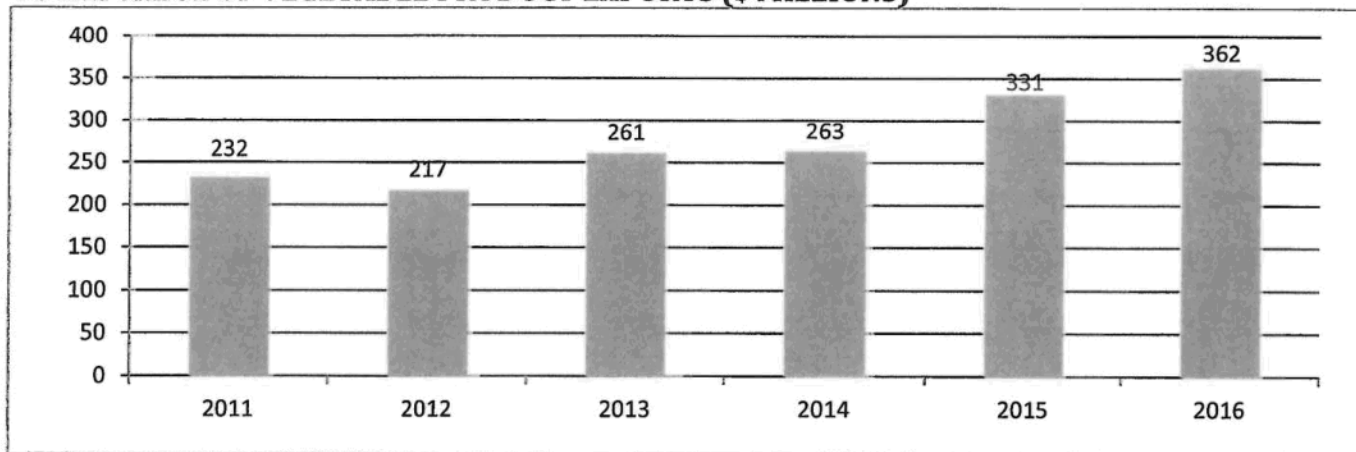
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Blueberries	\$168,678,947	\$218,049,842	\$200,195,726	39.7%	-8.2%	U.S., Japan, Australia, China, Hong Kong
Cherries	\$53,815,468	\$91,673,304	\$83,288,832	16.5%	-9.1%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
Cranberries	\$29,148,301	\$55,541,715	\$56,125,414	11.1%	1.1%	U.S.
Ground Nuts	\$1,766,318	\$5,297,000	\$22,818,066	4.5%	330.8%	U.S.
Apples	\$19,340,483	\$20,508,980	\$20,865,870	4.1%	1.7%	U.S., Vietnam
Raspberries	\$14,526,069	\$13,464,302	\$12,039,017	2.4%	-10.6%	U.S.
Fruit Jellies, Jams & Purees	\$10,007,454	\$8,528,201	\$4,012,357	0.8%	-53.0%	U.S., China
Strawberries	\$3,054,118	\$2,083,036	\$1,182,214	0.2%	-43.2%	U.S.
Pears & Quinces	\$12,277	\$87,466	\$520,389	0.1%	495.0%	U.S.
Almonds	\$12,460	\$1,255,110	\$148,353	-0.0%	-88.2	Philippines
Pineapples	\$33,426	\$72,319	\$84,100	0.0%	16.3%	U.S.
Hazelnuts	\$411,552	\$298,010	\$40,723	0.0%	-86.3%	U.S.
Peaches & Nectarines	\$49,253	\$565	\$7,999	0.0%	1,315.8%	Hong Kong, Australia
Melons	\$0	\$0	\$7,726	0.0%	100.0%	U.S.
Grapes	\$7,714	\$4,744	\$1,552	0.0%	-51.0%	Hong Kong
Other Fruit & Nut Products	\$76,664,687	\$91,558,182	\$103,345,556	20.5%	12.9%	--
TOTAL FRUIT & NUT PRODUCTS	\$377,528,527	\$508,422,776	\$504,683,894	100.0%	-0.7%	U.S., China, Japan, Hong Kong, Taiwan

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – VEGETABLE PRODUCTS

- ❖ Mushrooms were not only B.C.'s top vegetable export in 2016 with a \$156 million value, they were also one of its fastest growing, rising by 19 per cent from \$131 million in 2015.
- ❖ B.C. exported over 70 different types of vegetable products in 2016.
- ❖ The U.S. was the top market for almost every vegetable product in 2016.

TOTAL VALUE OF VEGETABLE PRODUCT EXPORTS (\$ MILLIONS)



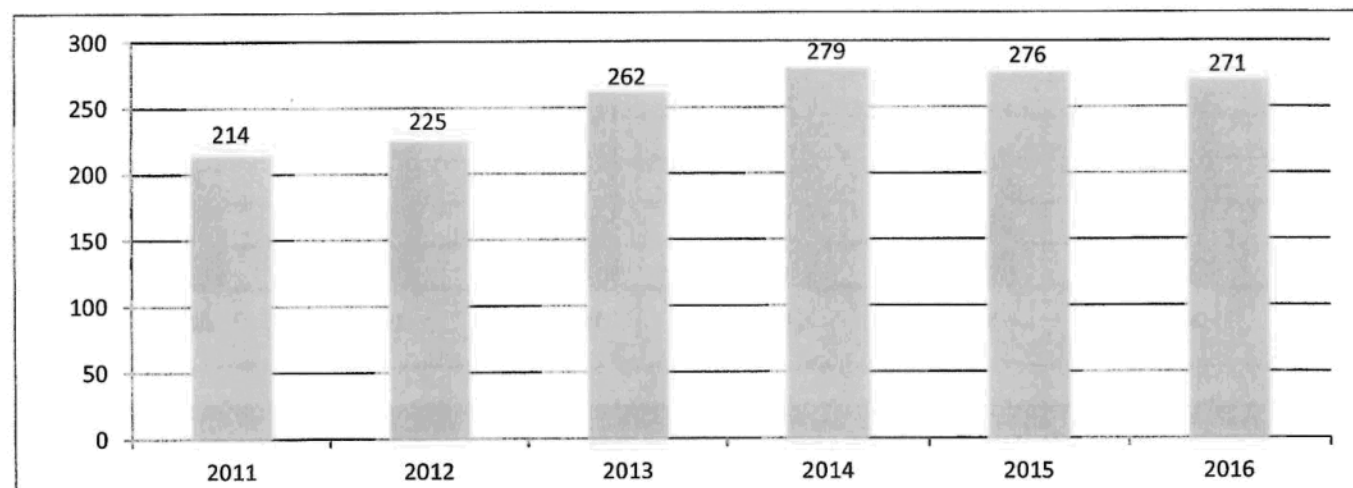
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Mushrooms	\$88,131,659	\$131,200,629	\$156,408,149	43.2%	19.2%	U.S., Japan, Switzerland, France, Netherlands
Peppers	\$71,495,397	\$89,637,411	\$93,204,299	25.8%	4.0%	U.S.
Tomatoes	\$63,439,675	\$65,376,890	\$61,481,429	17.0%	-6.0%	U.S., Japan
Cucumbers & Gherkins	\$11,991,004	\$12,313,471	\$16,339,692	4.5%	32.7%	U.S.
Potatoes	\$8,040,458	\$10,642,444	\$10,607,692	2.9%	-0.3%	U.S.
Chickpeas	\$266,870	\$3,545,480	\$3,914,864	1.1%	10.4%	Pakistan, India
Beans	\$5,044,421	\$1,763,724	\$2,569,160	0.7%	45.7%	U.S., Egypt
Lettuce	\$1,970,454	\$2,762,028	\$2,407,528	0.7%	-12.8%	U.S.
Peas	\$3,340,838	\$3,826,843	\$2,287,127	0.6%	-40.2%	U.S., China
Eggplant	\$920,985	\$1,245,832	\$1,410,743	0.4%	13.2%	U.S.
Beetroot/Radishes	\$762,974	\$667,759	\$775,607	0.2%	16.2%	China, India, Taiwan
Vegetable Seeds for Sowing	\$1,070,707	\$802,507	\$712,220	0.2%	-11.3%	India, U.S.
Brussels Sprouts	\$188,274	\$655,995	\$595,570	0.2%	-9.2%	U.S.
Carrots	\$184,351	\$475,986	\$354,554	0.1%	-25.5%	U.S.
Corn	\$380,304	\$244,262	\$242,827	0.1%	-0.6%	U.S.
Asparagus	\$0	\$9,181	\$68,618	0.0%	647.4%	U.S.
Turnips	\$9,212	\$47,097	\$47,597	0.0%	1.1%	U.S.
Spinach	\$81,341	\$49,171	\$30,336	0.0%	-38.3%	U.S.
Onions & Shallots	\$22,808	\$73,299	\$11,891	0.0%	-83.8%	U.S.
Pumpkins, Squashes, & Gourds	\$188	\$20,578	\$1,064	0.0%	-94.8%	Singapore
Other Vegetable Products	\$6,123,784	\$5,462,253	\$8,452,433	2.3%	54.7%	--
TOTAL VEGETABLE PRODUCTS	\$263,465,704	\$330,822,840	\$361,923,400	100.0%	9.4%	U.S., Japan, China, France, Switzerland

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – ANIMALS & ANIMAL PRODUCTS

- ❖ Exports of beef products were B.C.'s fastest growing animal product export in 2016, increasing by 60 per cent from \$3 million in 2015 to \$5 million in 2016.
- ❖ Pork products were B.C.'s top animal product export and have grown in value every year since 2014.
- ❖ Exports of live bovine animals, including cattle, buffalo and bison, went exclusively to the U.S. in 2016.
- ❖ B.C. exported dairy products to 29 different markets in 2016, also increasing its total value by 16 per cent from \$35 million in 2015 to \$41 million in 2016.

TOTAL VALUE OF ANIMAL PRODUCT EXPORTS (\$ MILLIONS)



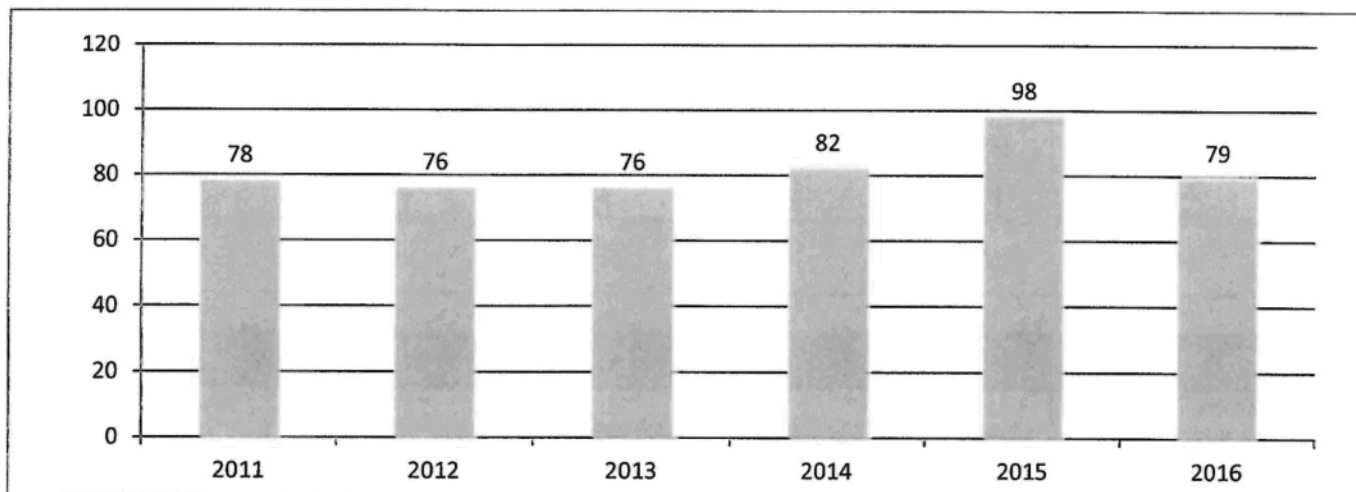
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Pork Products	\$83,798,271	\$91,928,182	\$104,213,899	38.4%	13.4%	Japan, China, Taiwan
Live Bovine Animals	\$63,517,895	\$69,894,907	\$52,214,733	19.2%	-25.3%	U.S.
Dairy Products	\$35,481,496	\$34,972,081	\$40,644,452	15.0%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Singapore, Hong Kong
Poultry Products	\$38,924,205	\$25,072,608	\$28,611,782	10.5%	14.1%	Philippines, U.S., Taiwan
Furskins	\$21,264,165	\$19,604,789	\$11,747,684	4.3%	-40.1%	U.S.
Live Horses	\$9,772,065	\$8,350,577	\$8,869,911	3.3%	6.2%	U.S.
Sausages & Similar Products	\$4,206,846	\$3,897,134	\$4,375,669	1.6%	12.3%	U.S.
Beef Products	\$2,651,598	\$3,385,272	\$5,409,889	2.0%	59.8%	U.S., Philippines, Malaysia, Japan, Colombia
Eggs	\$3,663,660	\$3,704,003	\$3,757,238	1.4%	1.4%	U.S., Hong Kong
Raw Hides & Skins	\$3,297,626	\$2,090,771	\$1,882,693	0.7%	-10.0%	U.S.
Animal Fats	\$3,070,445	\$2,992,392	\$1,556,340	0.6%	-48.0%	Japan, Taiwan, U.S.
Honey	\$1,759,237	\$1,747,935	\$1,489,636	0.5%	-14.8%	China
Live Poultry	\$1,429,799	\$652,269	\$66,764	0.0%	-89.8%	U.S.
Live Swine	\$0	\$58,024	\$48,071	0.0%	-17.2%	U.S.
Other Livestock & Animal Products	\$6,493,133	\$7,588,969	\$6,607,591	2.4%	-12.9%	--
TOTAL ANIMALS & ANIMAL PRODUCTS	\$279,330,441	\$275,939,913	\$271,496,352	100.0%	-1.6%	U.S., China, Japan, Taiwan, Philippines, Hong Kong

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – BEVERAGES

- ❖ B.C.'s exports of beverages fell by 9 per cent in 2016, with decreases in exports of water (down 30 per cent), fruit and vegetable juice (down 10 per cent), and beer and cider (down 44 per cent).
- ❖ Exports of wine, other non-alcoholic beverages, and distilled spirits all increased in 2016, with the increase in exports of distilled spirits being the most dramatic, rising by 645 per cent from \$208 thousand in 2015 to \$1.5 million in 2016.
- ❖ Of fruit and vegetable juice exports, cranberry juice had the highest value at \$9 million in 2016.

TOTAL VALUE OF BEVERAGE EXPORTS (\$ MILLIONS)



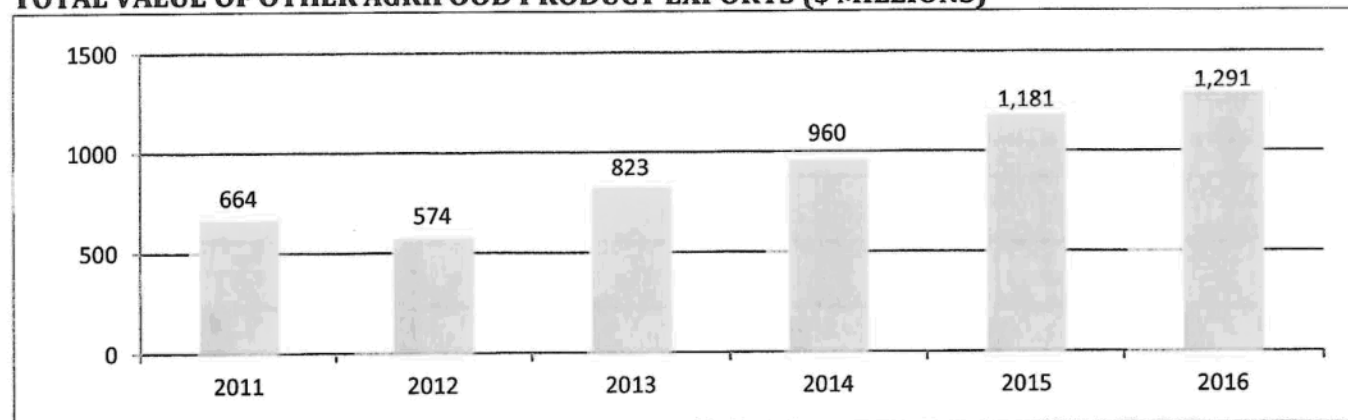
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Water	\$35,954,583	\$49,918,609	\$35,065,607	44.5%	-29.8%	U.S., China, Japan, Taiwan
Fruit & Vegetable Juice	\$22,451,227	\$24,870,751	\$22,435,645	28.5%	-9.8%	U.S.
Wine	\$8,302,653	\$9,297,357	\$9,708,427	12.3%	4.4%	China, Taiwan, U.S.
Beer & Cider	\$14,501,124	\$11,718,931	\$6,610,758	8.4%	-43.6%	U.S.
Other Non-Alcoholic Beverages	\$447,040	\$1,868,846	\$3,475,599	4.4%	86.0%	U.S.
Distilled Spirits	\$424,009	\$208,344	\$1,552,555	2.0%	645.2%	Vietnam, Mexico
TOTAL BEVERAGES	\$82,080,636	\$97,882,838	\$78,848,591	100.0%	-19.4%	U.S., China

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – OTHER AGRIFOOD PRODUCTS

- ❖ Food preparations for manufacturing and natural health products were B.C.'s largest agrifood export in 2016 at \$307 million—a five per cent increase over the \$294 million recorded in 2015.
- ❖ Many of the top export products in the "Other Agrifood" category, including chocolate and cocoa preparations, and coffee and tea, are significant contributors to B.C.'s food and beverage processing sector.

TOTAL VALUE OF OTHER AGRIFOOD PRODUCT EXPORTS (\$ MILLIONS)



PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Food Preparations for Manufacturing & Natural Health Products	\$234,829,732	\$293,600,506	\$306,821,767	23.8%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong
Baked Goods & Cereal Products	\$185,831,633	\$230,372,127	\$293,270,834	22.7%	27.3%	U.S., Japan, China, Hong Kong
Chocolate & Cocoa Preparations	\$92,982,203	\$124,375,820	\$118,730,173	9.2%	-4.5%	U.S., China, Japan
Alfalfa, Fodder & Animal Feeds	\$84,259,171	\$107,696,685	\$116,895,209	9.1%	8.5%	U.S., China, South Korea
Plants, Bulbs & Flowers	\$81,713,979	\$96,721,267	\$106,945,686	8.3%	10.6%	U.S.
Coffee & Tea	\$46,966,067	\$66,964,096	\$77,850,658	6.0%	16.3%	U.S., Australia, Japan, South Korea, U.K.
Fruit Syrups & Beverage Concentrates	\$39,564,174	\$54,962,252	\$65,394,418	5.1%	19.0%	U.S., Romania
Milled Cereals & Milling Products	\$57,351,439	\$56,919,775	\$56,273,588	4.4%	-1.1%	U.S., Japan
Grains & Cereals	\$43,990,527	\$40,646,167	\$32,003,514	2.5%	-21.3%	U.S., China, Japan, Colombia, Indonesia
Sugar & Sugar Confectionary	\$22,655,420	\$26,684,498	\$29,904,041	2.3%	12.1%	U.S., Costa Rica
Oilseeds	\$26,518,683	\$21,938,219	\$24,170,182	1.9%	10.2%	China, Japan, U.S., Mexico, South Korea, Pakistan
Oil & Oilcakes	\$9,256,396	\$16,742,010	\$23,242,066	1.8%	38.8%	U.S., U.K., South Korea
Industrial By-Products & Residues	\$11,544,536	\$12,789,777	\$11,617,876	0.9%	-9.2%	U.S., Singapore
Condiments, Sauces, Seasonings & Soups	\$3,861,784	\$4,261,836	\$8,244,711	0.6%	93.5%	Japan, U.S.
Seeds for Sowing	\$1,721,746	\$1,967,640	\$1,644,754	0.1%	-16.4%	U.S.
Essential Oils	\$878,946	\$1,586,764	\$1,442,777	0.1%	0.1%	U.S.
Tobacco	\$2,590,646	\$4,348,888	\$802,306	0.1%	-81.6%	Singapore
Ice Cream & Edible Ice Products	\$214,577	\$141,182	\$140,134	0.0%	-0.7%	U.S., China
Other Agrifood Products	\$13,231,461	\$18,315,582	\$15,545,448	1.2%	-15.1%	--
TOTAL OTHER AGRIFOOD PRODUCTS	\$959,963,120	\$1,181,035,091	\$1,290,940,142	100.0%	9.3%	U.S., China, Japan, South Korea

Source: Statistics Canada, CATSNET Analytics (February 2017)

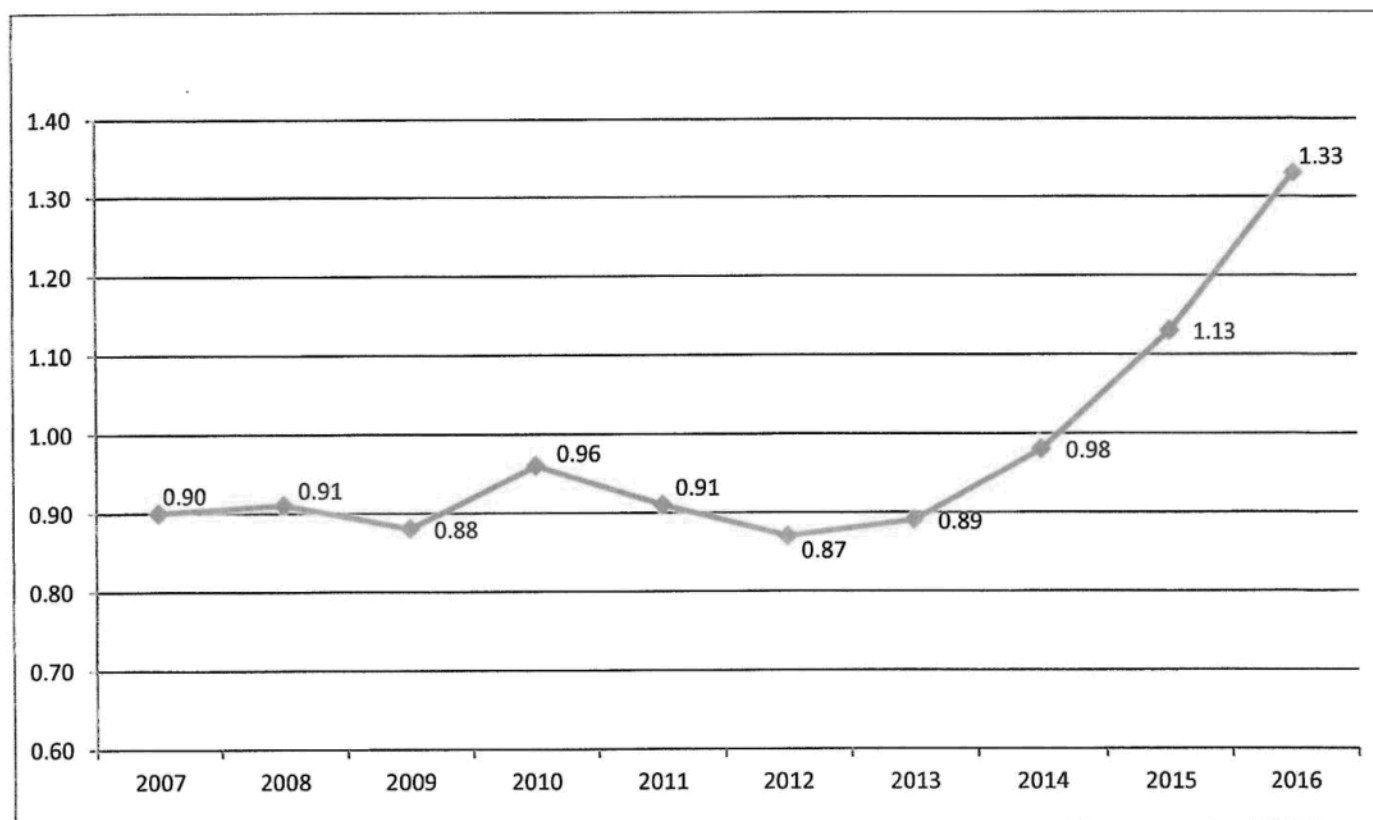
2016 BRITISH COLUMBIA SEAFOOD EXPORT HIGHLIGHTS



B.C. SEAFOOD EXPORT HIGHLIGHTS – 2016

- ❖ B.C. exported \$1.3 billion worth of seafood products to 80 different markets in 2016, an increase of 17 per cent from 2015.
- ❖ Ninety-two per cent of B.C.'s total seafood export value was generated by its top five markets: U.S., China, Japan, Ukraine and Hong Kong.
- ❖ Exports to the U.S. increased by 15 per cent in 2016, from \$695 million in 2015 to \$799 million in 2016.
- ❖ Exports of salmon and trout products reached \$720 million in 2016, an increase of 25 per cent from \$578 million in 2015.
- ❖ Exports of groundfish products increased by 17 per cent, rising from \$155 million in 2015 to \$180 million in 2016.
- ❖ Invertebrate and marine plant exports rose to \$295 million in 2016, an eight per cent increase over the \$273 million export value in 2015.
- ❖ Exports in the "other seafood products and species" category increased by six per cent, rising from \$124 million in 2015 to \$131 million in 2016.

TOTAL VALUE OF B.C. SEAFOOD EXPORTS (\$ BILLIONS)



TOP B.C. SEAFOOD EXPORTS

TOP B.C. SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Farmed Atlantic Salmon	\$255.0	\$411.3	\$524.2	39.5%	27.4%	U.S., Japan, China, Taiwan
2	Crab	\$102.0	\$116.0	\$141.5	10.7%	22.0%	China, U.S., Singapore
3	Hake	\$40.7	\$44.1	\$70.6	5.3%	60.0%	Ukraine, China, Lithuania
4	Shrimp & Prawns	\$48.6	\$49.9	\$46.5	3.5%	-6.8%	China, U.S., Japan
5	Herring	\$38.2	\$35.0	\$45.2	3.4%	29.0%	Japan, China, U.S., South Korea
6	Wild Chum Salmon	\$14.7	\$16.7	\$44.9	3.4%	169.3%	U.S., China, France, Spain, Portugal, Japan
7	Halibut	\$32.0	\$38.1	\$43.6	3.3%	14.5%	U.S.
8	Geoduck Clams	\$47.0	\$43.5	\$38.1	2.9%	-12.6%	China, Hong Kong, Macao
9	Tuna	\$25.2	\$31.0	\$28.2	2.1%	-9.0%	U.S., China
10	Wild Sockeye Salmon	\$90.0	\$38.2	\$28.1	2.1%	-26.4%	U.S., U.K., Japan, Australia
11	Wild Chinook Salmon	\$21.0	\$24.7	\$27.4	2.1%	11.3%	U.S., Japan
12	Sea Urchins	\$15.5	\$19.9	\$20.6	1.6%	3.6%	Japan, Hong Kong, Taiwan, South Korea, China, U.S.
13	Farmed Chinook Salmon	\$18.7	\$17.3	\$20.0	1.5%	15.6%	U.S., Japan
14	Oysters	\$15.4	\$16.7	\$18.2	1.4%	8.8%	U.S., Singapore
15	Flounder	\$10.3	\$14.4	\$17.2	1.3%	18.5%	China, Japan, U.S.
16	Sablefish	\$12.2	\$20.3	\$14.8	1.1%	-26.9%	Japan, U.S., U.K., Hong Kong
17	Sea Cucumber	\$10.0	\$8.4	\$12.4	0.9%	47.4%	Hong Kong, China, U.S.
18	Wild Pink Salmon	\$28.0	\$14.0	\$12.1	0.9%	-13.2%	China, Thailand, Belgium, Australia, U.S.
19	Clams	\$10.8	\$10.6	\$9.4	0.7%	-11.6%	U.S., China
20	Wild Coho Salmon	\$4.8	\$6.0	\$7.5	0.6%	24.0%	U.S., Belgium
21	Flour, Meal & Pellets	\$2.9	\$4.2	\$3.4	0.3%	-18.3%	U.S.
22	Cod	\$2.4	\$3.9	\$3.1	0.2%	-18.9%	U.S., Japan, China
23	Mussels	\$0.2	\$1.5	\$2.4	0.2%	59.1%	U.S., Japan
24	Sole	\$2.0	\$2.2	\$2.3	0.2%	5.9%	China, U.S.
25	Pollock	\$5.8	\$3.8	\$2.3	0.2%	-39.5%	China, South Korea, Ukraine, U.S.
All Other Seafood Products		\$127.8	\$138.5	\$141.7	10.7%	2.3%	--
TOTAL SEAFOOD PRODUCTS		\$981.2	\$1,130.2	\$1,325.7	100.0%	17.3%	U.S., China, Japan, Ukraine

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. SEAFOOD EXPORT MARKETS

- ❖ Ukraine was B.C.'s fastest growing market in the top 10, almost exclusively due to exports of hake increasing by 89 per cent to \$30 million in 2016, up from \$16 million in 2015.
- ❖ The increase in exports to the U.S. was largely due to exports of farmed Atlantic salmon, which rose to \$487 million in 2016, a 25 per cent increase from the \$390 million value in 2015.
- ❖ Significant export growth to China occurred in crab, which rose 37 per cent from \$98 million in 2015 to \$134 million in 2016, and hake, which increased 61 per cent from \$15 million in 2015 to \$24 million in 2016.
- ❖ Exports of herring to Japan rose 48 per cent in 2016, from \$19 million in 2015 to \$28 million in 2016. Farmed Atlantic salmon to Japan also rose to \$16 million in 2016, a 135 per cent increase from \$7 million in 2015.

TOP B.C. SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

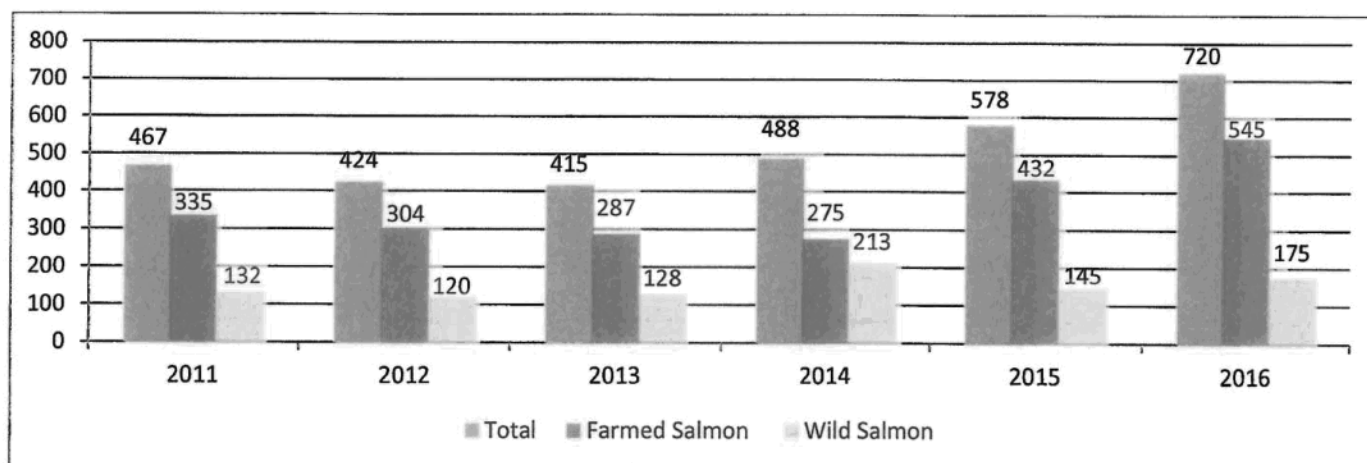
RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$542.0	\$694.9	\$798.6	60.2%	14.9%	Farmed Atlantic Salmon, Halibut, Tuna, Wild Chinook Salmon, Farmed Chinook Salmon, Oysters, Wild Sockeye Salmon, Shrimp & Prawns, Wild Chum Salmon, Clams, Wild Coho Salmon, Crabs, Mussels, Wild Pink Salmon
2	China	\$178.6	\$202.8	\$265.3	20.0%	30.8%	Crabs, Geoduck Clams, Hake, Shrimp & Prawns, Flounder, Atlantic Salmon, Herring, Wild Chum Salmon, Wild Pink Salmon, Sea Cucumber, Sole
3	Japan	\$108.2	\$87.1	\$106.3	8.0%	22.0%	Herring, Farmed Atlantic Salmon, Shrimp & Prawns, Sea Urchin, Sablefish, Wild Chinook Salmon, Wild Sockeye Salmon, Wild Chum Salmon, Cod, Flounder, Farmed Chinook Salmon
4	Ukraine	\$10.3	\$16.1	\$31.4	2.4%	94.6%	Hake, Pollock, Sablefish, Wild Chum Salmon
5	Hong Kong	\$31.4	\$17.3	\$23.7	1.8%	37.2%	Sea Cucumber, Geoduck Clams, Sea Urchin, Sablefish, Shrimp & Prawns, Oysters, Crabs, Scallops, Wild Sockeye Salmon
6	South Korea	\$4.1	\$6.3	\$10.1	0.8%	60.5%	Shrimp & Prawns, Herring, Sea Urchin, Skate, Wild Chinook Salmon, Farmed Atlantic Salmon, Pollock
7	Taiwan	\$7.2	\$10.0	\$10.0	0.8%	-0.9%	Farmed Atlantic Salmon, Sea Urchin, Shrimp & Prawns, Crabs
8	United Kingdom	\$12.8	\$16.7	\$9.1	0.7%	-45.6%	Wild Sockeye Salmon, Sablefish, Wild Pink Salmon, Wild Chum Salmon, Shrimp & Prawns, Sea Urchin
9	Germany	\$8.5	\$4.4	\$6.6	0.5%	50.7%	Wild Chum Salmon, Hake, Wild Sockeye Salmon, Sea Urchin, Wild Coho Salmon
10	France	\$4.9	\$5.0	\$6.1	0.5%	22.5%	Wild Chum Salmon, Marine Plants, Wild Sockeye Salmon
All Other Export Markets		\$73.2	\$69.6	\$58.5	4.4%	-15.6%	--
WORLD		\$981.2	\$1,130.2	\$1,325.7	100.0%	17.3%	Farmed Atlantic Salmon, Crab, Hake, Shrimp & Prawns, Herring, Wild Chum Salmon, Halibut

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – SALMON & TROUT PRODUCTS

- ❖ Farmed salmon was exported to six new markets in 2016 – Singapore, Thailand, Netherlands, the Philippines, Jamaica, and Bermuda
- ❖ Wild salmon exports to China and Japan increased by 87 per cent in 2016, from \$19 million in 2015 to \$35 million in 2016.

TOTAL VALUE OF SALMON & TROUT PRODUCT EXPORTS (\$ MILLIONS)



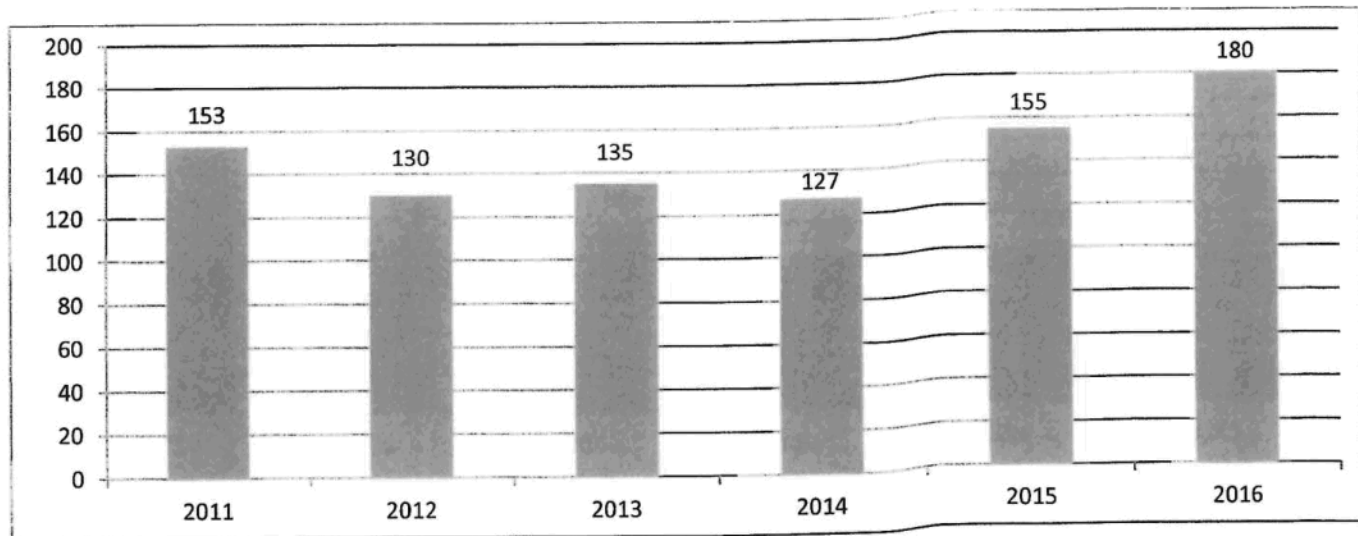
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Farmed Atlantic Salmon	\$254,988,971	\$411,329,669	\$524,211,479	72.8%	27.4%	U.S., Japan, China, Taiwan
Wild Chum Salmon	\$14,676,833	\$16,667,799	\$44,880,314	6.2%	169.3%	U.S., China, France, Spain, Portugal, Japan, Germany, Italy, Georgia
Wild Sockeye Salmon	\$90,022,775	\$38,159,879	\$28,080,258	3.9%	-26.4%	U.S., U.K., Japan, Australia
Wild Chinook Salmon	\$21,027,999	\$24,656,531	\$27,432,702	3.8%	11.3%	U.S., Japan
Farmed Chinook Salmon	\$18,675,607	\$17,313,002	\$20,022,373	2.8%	15.6%	U.S., Japan
Wild Pink Salmon	\$28,038,367	\$13,982,242	\$12,137,067	1.7%	-13.2%	China, Thailand, Belgium, Australia, United States
Wild Coho Salmon	\$4,760,720	\$6,083,111	\$7,540,782	1.0%	24.0%	United States, Belgium
Farmed Trout	\$114,796	\$587,150	\$462,145	0.1%	-21.3%	U.S.
Farmed Coho Salmon	\$1,349,525	\$3,232,863	\$241,022	0.0%	-92.5%	U.S.
Other Salmon & Trout Products	\$54,692,528	\$45,850,938	\$54,580,736	7.6%	19.0%	--
Subtotal - Farmed	\$275,128,899	\$432,462,684	\$544,937,019	75.7%	26.0%	U.S., Japan, Taiwan
Subtotal - Wild	\$213,219,222	\$145,400,500	\$174,651,859	24.3%	20.1%	U.S., Japan, U.K., China, Germany, Thailand, Belgium, Australia, France, Italy, Netherlands, New Zealand
TOTAL SALMON & TROUT PRODUCTS	\$488,348,121	\$577,863,184	\$719,588,878	100.0%	24.5%	U.S., Japan, U.K., China

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – GROUND FISH PRODUCTS

- ❖ In 2016, hake, at \$71 million, comprised 39 per cent of all groundfish exports.
- ❖ Sablefish was one of B.C.'s most diverse seafood exports in 2016, reaching 14 different markets.
- ❖ Exports of halibut have increased every year since 2014.

TOTAL VALUE OF GROUND FISH PRODUCT EXPORTS (\$ MILLIONS)



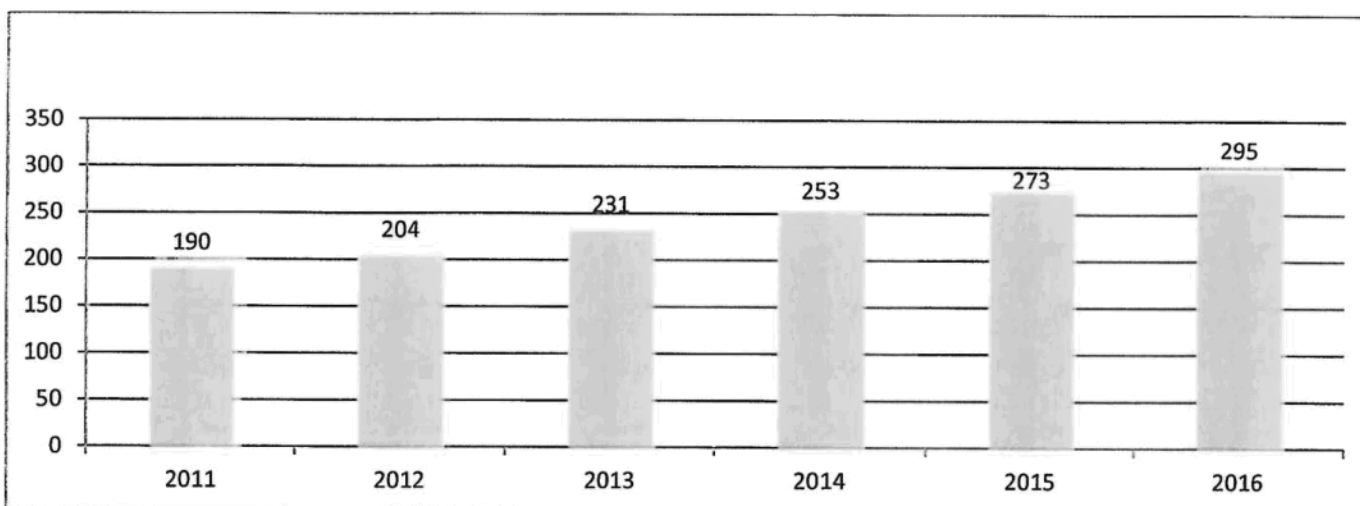
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Hake	\$40,698,371	\$44,117,416	\$70,608,627	39.1%	60.0%	Ukraine, China, Lithuania
Halibut	\$32,038,116	\$38,055,409	\$43,587,191	24.2%	14.5%	U.S.
Flounder	\$10,287,082	\$14,478,055	\$17,150,600	9.5%	18.5%	China, Japan, U.S.
Sablefish	\$12,180,939	\$20,267,169	\$14,806,978	8.2%	-26.9%	Japan, U.S., U.K., Hong Kong
Cod	\$2,381,099	\$3,863,660	\$3,133,473	1.7%	-18.9%	U.S., Japan, China
Sole	\$2,042,987	\$2,188,959	\$2,318,103	1.3%	5.9%	China, U.S.
Pollock	\$5,776,841	\$3,780,812	\$2,286,591	1.3%	-39.5%	China, South Korea, Ukraine
Lingcod	\$1,102,481	\$1,416,069	\$2,044,208	1.1%	44.4%	U.S.
Pacific Ocean Perch	\$1,673,588	\$1,626,017	\$1,646,290	0.9%	1.2%	U.S.
Skate	\$686,955	\$1,407,676	\$857,660	0.5%	-39.1%	South Korea
Dogfish	\$408,584	\$885,882	\$299,819	0.2%	-66.2%	U.K., Hong Kong
Turbot	\$14,363	\$63,090	\$80,732	0.0%	28.0%	Vietnam, China
Other Groundfish Products	\$17,219,902	\$22,742,358	\$21,630,140	12.0%	-4.9%	--
TOTAL GROUND FISH PRODUCTS	\$126,511,308	\$154,892,572	\$180,450,412	100.0%	16.5%	U.S., China, Ukraine, Japan

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – INVERTEBRATE & MARINE PLANT PRODUCTS

- ❖ At \$142 million, crab was B.C.'s sixth largest agrifood and seafood export in 2016, increasing 22 per cent.
- ❖ Shrimp and prawn exports fell slightly in 2016, but remain one of B.C.'s top seafood exports at \$47 million.
- ❖ Sea cucumber exports were one of B.C.'s fastest growing products in 2016, increasing 47 per cent from \$8 million in 2015 to \$12 million in 2016.

TOTAL VALUE OF INVERTEBRATE & MARINE PLANT PRODUCT EXPORTS (\$ MILLIONS)



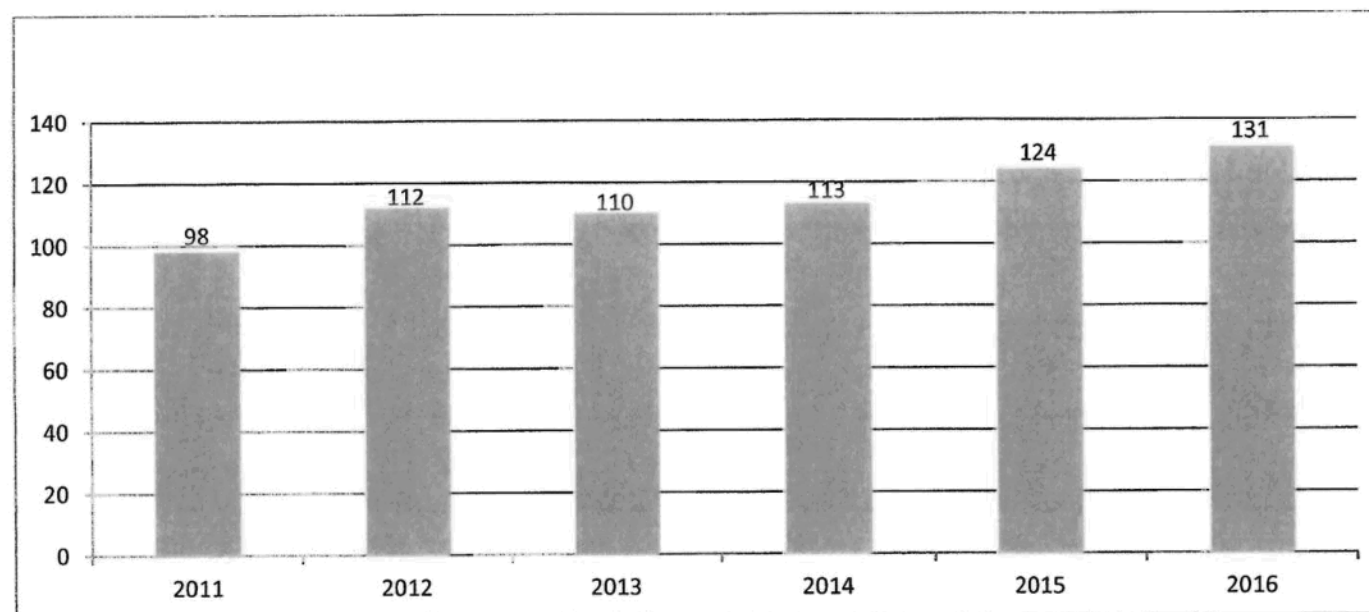
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Crab	\$102,015,992	\$115,974,497	\$141,526,015	48.0%	22.0%	China, U.S., Singapore
Shrimp & Prawns	\$48,649,238	\$49,942,532	\$46,545,449	15.8%	-6.8%	China, U.S., Japan, South Korea
Geoduck Clams	\$47,009,052	\$43,519,159	\$38,055,686	12.9%	-12.6%	China, Hong Kong, Macao
Sea Urchins	\$15,480,016	\$19,873,596	\$20,596,820	7.0%	3.6%	Japan, Hong Kong, Taiwan, South Korea, China, U.S.
Oysters	\$15,376,056	\$16,721,778	\$18,195,031	6.2%	8.8%	U.S., Singapore
Sea Cucumber	\$9,982,877	\$8,387,787	\$12,359,998	4.2%	47.4%	Hong Kong, China
Clams	\$10,791,282	\$10,613,507	\$9,377,998	3.2%	-11.6%	U.S., China
Mussels	\$264,600	\$1,493,130	\$2,375,855	0.8%	59.1%	U.S., Japan
Marine Plants	\$551,055	\$373,838	\$746,114	0.3%	99.6%	France, Italy
Scallops	\$425,232	\$1,292,748	\$473,879	0.2%	-63.3%	Hong Kong
Other Invertebrate & Marine Plant Products	\$2,343,029	\$5,272,632	\$4,604,049	1.4%	-12.7%	--
TOTAL INVERTEBRATE & MARINE PLANT PRODUCTS	\$252,888,429	\$273,465,204	\$294,856,894	100.0%	7.8%	China, U.S., Japan, Hong Kong

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – OTHER SEAFOOD SPECIES & PRODUCTS

- ❖ Herring was B.C.'s top seafood export to Japan in 2016, reaching \$28 million in value.
- ❖ Exports of tuna fell in 2016, mostly due to lower sales in the U.S. However, it was still a top 10 product for B.C. seafood exports in 2016.
- ❖ B.C.'s other fish fillets category includes exports of tilapia, smelt, whitefish, and perch, among others.

TOTAL VALUE OF OTHER SEAFOOD PRODUCT EXPORTS (\$ MILLIONS)



PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Herring	\$38,161,765	\$35,016,914	\$45,173,382	34.5%	29.0%	Japan, China, U.S., South Korea
Tuna	\$25,223,893	\$30,974,094	\$28,201,687	21.6%	-9.0%	U.S., China
Other Fish Fillets	\$17,345,495	\$21,327,701	\$22,999,160	17.6%	7.8%	U.S.
Fats, Oils & Extracts	\$5,010,911	\$4,253,760	\$4,081,591	3.1%	-4.0%	South Korea, U.S.
Flour, Meal & Pellets for Non-Human Consumption	\$2,860,824	\$4,216,976	\$3,445,751	2.6%	-18.3%	U.S.
Caviar	\$2,512,144	\$1,223,351	\$1,597,679	1.2%	30.6%	Germany, U.S., U.A.E.
Eels	\$877,471	\$175,985	\$439,560	0.3%	149.8%	Hong Kong, South Korea
Other Wild & Farmed Seafood Species & Products	\$21,485,852	\$26,791,972	\$24,912,905	19.1%	-7.0%	--
TOTAL OTHER SEAFOOD SPECIES & PRODUCTS	\$113,478,355	\$123,980,753	\$130,851,715	100.0%	5.5%	U.S., Japan, China

Source: Statistics Canada, CATSNET Analytics (February 2017)

NOTES AND DEFINITIONS

- “Domestic exports” includes all goods grown, produced, extracted or manufactured in British Columbia and leaving the province (through customs) for a foreign destination. Exports of imported merchandise that have been substantially enhanced in value are also included.
- “Agrifood” includes agrifood products produced by farmers, growers and ranchers in British Columbia, as well as products manufactured by B.C.’s food, beverage and tobacco processors. Agrifood does not include any seafood, fish, shellfish or marine plant products.
- “Seafood” includes fish, shellfish and marine plants and their products harvested or cultured in British Columbia marine and freshwater as well as seafood products manufactured by B.C.’s food processors.
- “Food Preparations for Manufacturing and Natural Health Products” includes pastes, powders and flavourings used by food manufacturers, as well as natural health products.



CONTACT INFORMATION

For more information on B.C. agrifood and seafood please contact:

AgriService BC
Telephone: 1-888-221-7141
Email: AgriServiceBC@gov.bc.ca

May 2017

Background Note

CLIFF: 139511

TITLE: Aquaculture in British Columbia

ISSUE: Japanese involvement in BC salmon aquaculture operations through Mitsubishi Corporation's acquisition of Cermaq Group AS

BACKGROUND:

- In 2014, Mitsubishi Corporation acquired one of the world's largest aquaculture companies, Cermaq Group AS, which includes one of the largest salmon farming operations in BC.
- Operating 28 Atlantic salmon farm sites in BC, four land-based hatcheries, and two processing plants, Cermaq Canada accounts for about 30% of BC's farming salmon production, and is the second largest producer in BC. Most of these sites are in Clayoquot Sound and operate under an agreement with the Ahousaht First Nation.
- In 2015, Cermaq Canada was the first salmon farming company in Canada to have multiple farms certified to the internationally recognized ASC standard, and the second company in Canada to earn this prestigious certification.

BC Industry Statistics:

- Canada is the world's fourth-largest producer of farmed salmon, surpassed by Norway, Chile, and the United Kingdom (Scotland). BC produces over 70% of Canada's farmed salmon production.
- The BC salmon farming sector has been operating for more than three decades. Farm-raised salmon is BC's highest valued seafood product (93,000 metric tonnes worth \$797 million in 2016) and the number one agricultural export. About 70% of the harvest is exported, primarily to the U.S., followed by Japan, China and Hong Kong.
- Salmon aquaculture is a major employer in rural and remote coastal and First Nations communities. The industry has identified that salmon aquaculture generates 5,000 jobs, with approximately 20-30% of salmon farm workers coming from First Nations. Salmon aquaculture jobs pay approximately 30% more than the provincial median wage.
- As of July 2017, there were 126 existing salmon farm tenures and of these 65 were operating with salmon on site.
- In 2015, BC put in place a "pause" on new tenures for Atlantic salmon farms pending recommendations on the future of the industry from the BC Minister of Agriculture's Advisory Council on Finfish Aquaculture, expected by the end of January 2018.
- The current "pause" is in addition to a previous moratorium on all salmon farming north of Klemtu as well as a temporary moratorium on new farms in the Discovery Islands until 2020.

First Nations:

- Salmon farms are currently located in the traditional territories of 28 First Nations, with 20 economic and social partnerships in place with BC salmon farmers.
- 78% of BC's salmon production comes from areas covered by partnerships with First Nations. First Nations communities provide approximately 30% of the workforce on the farms of BC's four largest salmon farming companies.
- There are ongoing protests and occupations by First Nations on salmon farm sites operated by Norwegian and now the Japanese owned companies.
- The BC Government is committed to working with First Nations and industry to ensure BC's aquaculture sector is environmentally sustainable and respects First Nations' rights while providing good jobs for British Columbians.

DISCUSSION:

- Cermaq Canada farms Atlantic salmon (and coho and trout) in 28 sea sites on the west and east coasts of Vancouver Island, operates four land-based hatcheries and two processing plants (one under contract). The company employs approximately 250 people in coastal communities, and has offices located in Campbell River and Tofino.
- Cermaq Group AS is one of the world's leading companies in farming of salmon and trout, with operations in Norway, Canada and Chile. Cermaq Group AS's feed business unit EWOS was sold in 2013 and is now owned by Cargill Inc.
- International salmon farming companies, like Mitsubishi (Cermaq Group AS), Marine Harvest and Grieg, are the major producers in BC, and transfer of technology and knowledge is standard practice. These companies have much experience with issues surrounding fish health, sea lice, and public concern with the impacts of open net-pen salmon farming.
- Amid current public and some First Nations concerns related to salmon farming, there may be valuable lessons from the Mitsubishi/Norwegian experience that can be shared.
- BC is currently undertaking two significant initiatives relating to Atlantic salmon farming:
 - The Minister of Agriculture's Advisory Committee on Finfish Aquaculture is expected to deliver recommendations on the future of salmon aquaculture in BC by end of January 2018; and,
 - Discussions are underway with First Nations in the Broughton Archipelago about a government-to-government process to address First Nations' concerns with salmon farming. The Broughton Archipelago includes approximately 30% of BC's total farmed salmon production.
- The results of these initiatives could have an impact on Mitsubishi's investments in BC.

ATTACHMENT:

Attachment I: Finfish Aquaculture Factsheet

CONTACT:

David Travia
Corporate Governance
Policy and Legislation
250-356-7640

Page 33 to/à Page 35

Withheld pursuant to/removed as

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Background Note

CLIFF: 139226

TITLE: Growing Forward 2 and Canadian Agriculture Partnership Funding Programs

ISSUE: Funding programs to support British Columbia's agriculture sector

BACKGROUND:

- Growing Forward 2 (GF2) is a federal-provincial-territorial (FPT) cost-shared initiative that provides services and financial support to the agriculture and agrifood sector. This multilateral agreement expires in March 2018 and will be replaced by the five year Canadian Agricultural Partnership (CAP) agreement (fiscal years 2018/19 to 2022/23).
- These FPT five year agreements, GF2 and CAP, are comprised of two suites of programs: Business Risk Management (BRM) Programs and Strategic Initiative (SI) Programs.
- BRM programs help farmers manage risks that threaten the viability of the farm. They provide protection against different types of income and production losses. BRM programming includes:
 - AgriStability - provides support when a farm experiences a large margin decline.
 - AgriInvest - provides cash flow to help manage income declines.
 - AgriInsurance - provides cost-shared insurance against natural hazards to reduce the financial impact of production or asset losses.
- SI programs are targeted to support the primary agriculture industry as well as the food processing sector with services and financial supports focused on:
 - Markets and Trade – provides support to develop and expand domestic and international markets.
 - Science, Research and Innovation – provides support for projects that enhance innovation, improve productivity, and accelerate commercialization of products.
 - Climate Change and Environmental Sustainability – provides services and financial supports to address impacts on natural resources, reduce greenhouse gas emissions, and mitigate and adapt to the anticipated impacts of climate change.
 - Assurance – provides supports to implement assurance systems related to food safety, biosecurity, traceability and farm animal welfare.
 - Business Development – provides support to adopt business best practices and enhance the viability of businesses in the sector.

DISCUSSION:

- GF2 and the forthcoming CAP help the Province's agriculture and agrifood sector maintain stability and viability, while enhancing innovative capacity and expanding market reach. Additionally, the programs and associated funding support help the sector to meet consumer demands for rigorous production standards related to food safety, biosecurity, animal welfare, and environmental sustainability.
- Markets and Trade programming under GF2, in keeping with the Province's international marketing strategy, included a focus on expanding BC agrifood's market reach in priority markets including China, Korea and Japan.
- Over 500 BC agrifood businesses received support through GF2 Markets and Trade focused programming, including:
 - funding to participate in tradeshow and missions in these countries including: the China Fisheries and Seafood Expo in Qingdao, China; the International Food Industry Exhibition in Seoul, Korea; and the Foodex Japan Tradeshow in Tokyo, Japan;
 - support for incoming missions to BC, such as the Japanese Herring Roe mission to Vancouver and Vancouver Island in May 2014; and,
 - support services for BC agrifood businesses to enhance their market-readiness, preparing them to access these important markets.
- The success of Markets and Trade focused programming under GF2 has led to an increased investment in these types of activities/initiatives that will continue under CAP.

ATTACHMENTS: N/A**CONTACT:**

Mike Renaud
Ministry of Agriculture
Senior Manager
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Agrifoods—Agrifoods Sector Strategy

KEY MESSAGES

Ministry of Agriculture

Confidential

December 2017

BUILDING OUR EXPORT MARKETS

- I am proud that B.C. agriculture and seafood products are enjoyed by families all over the world, and am committed to expanding the markets for B.C. products both overseas and at home.
- The B.C. government's promotion of BC food and seafood products in key markets like the United States, Asia and Europe offers opportunities for B.C. companies to increase their sales, and contributions to our coastal and mainland communities.
- Our government is committed to developing policies and programs that encourage exports and international trade and we're seeing results in B.C. agrifoods.
- B.C. agrifood exports reached \$3.8 billion in 2016 (a record year).
- British Columbia exported 712 types of foods to 160 markets in 2016, building on the demand for high quality, trusted B.C. products, and the network British Columbians have with family, friends, and businesses all over the world.
- The BC government continues working with businesses to keep the trend and sales growing through trade missions, 16 international B.C. government trade offices, and B.C. government reps at over 20 international agrifood trade events this year, all of which connect buyers with B.C. companies, and incomes and jobs in B.C. communities.

OPPORTUNITIES IN ASIA

- The market opportunities for Asia are amazing. I am really optimistic about the trade of B.C. seafood, and other food products in Asia.
- Many British Columbians work in sectors and for companies with customers in Asia and we're working to build on those opportunities.
- The B.C. government is helping build export markets for B.C. agrifoods with a network of 16 international trade offices and B.C. trade missions.

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KEY MESSAGES**

- Many British Columbians have a strong connection to Asia through our families, relatives and friends, and this network is building relationships and trade.
- Families in Asia take pride in serving high-quality and trusted foods, and look to B.C. as a recognized producer of great tasting food and seafood that they can serve and enjoy with confidence.

CHINA

- China is the second largest B.C. export market for food and seafood products with \$407 million in 2016.
- British Columbians working in our crab, pork, geoduck, hake, salmon, cherry, wine and food manufacturing and natural health product sectors all sold significant amounts of product to Chinese consumers, and we're working with B.C. businesses and our colleagues in China to see that grow.

JAPAN

- Japan is the third largest B.C. export market for food and seafood products with \$207 million in 2016.
- British Columbians working in our pork, salmon, shrimp and prawn, sea urchin herring, blueberry, mushroom, and food manufacturing sectors all sold significant amounts of product to Japanese consumers, and we're working with B.C. businesses and our colleagues in Japan to see that grow.

SOUTH KOREA

- South Korea is the fourth largest B.C. export market for food and seafood products with \$64 million in 2016.
- British Columbians working in our shrimp and prawn, sea urchin, herring, alfalfa food manufacturing and natural health product sectors all sold significant amounts of product to South Korean customers, and we're working with B.C. businesses and our colleagues in South Korea to see that grow.

AGRICULTURE FAST FACTS¹

- \$14 billion in 2016 in annual revenues (highest ever).
- The primary agriculture sector (farmers, ranchers and producers) is down 2.5% from 2015 to \$3 billion.
- The seafood sector is up 31% from 2015 to \$1.2 billion.
- The food and beverage manufacturing sector is up 7% from 2015 to \$9.8 billion.
- British Columbia agrifood and seafood producers exported \$3.8 billion worth of products in 2016.
- The top five export markets in 2016 were:
 - United States (\$2.7 billion);
 - China (\$407 million);
 - Japan (\$207 million);
 - South Korea (\$64 million); and
 - Hong Kong (\$55 million).

¹ All data is from 2016

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KEY MESSAGES**

- The top five agrifood exports were:
 - food preparations for manufacturing and natural-health products (\$307 million);
 - baked goods and cereal products (\$293 million);
 - blueberries (\$200 million);
 - mushrooms (\$156 million); and
 - chocolate and cocoa preparations (\$119 million).

- The top five seafood exports were:
 - farm-raised salmon (\$545 million);
 - crab (\$142 million);
 - hake (\$71 million);
 - shrimp and prawns (\$47 million); and
 - herring (\$45 million).

- Highlights from 2016:
 - B.C.'s farms generated \$3 billion in farm sales – down 78 million dollars from the previous year.
 - B.C.'s fisheries and aquaculture sectors generated \$1.2 billion in sales – an increase of close to \$280 million from the previous year.
 - B.C.'s food and beverage manufacturing shipments rose to \$9.8 billion, an increase of over \$645 million over the previous year.
 - Total farm cash receipts from B.C.'s agricultural crops topped \$1.5 billion, a decrease of \$18 million from the previous year.
 - B.C. grain and oilseed farmers produced more than 336,000 tonnes of wheat, oats, barley & canola, worth over \$50 million in farm cash receipts.
 - B.C. is Canada's largest fruit producer, with over 325,000 tonnes of fruit valued at \$397 million.
 - B.C. farmers produced Canada's third largest vegetable crop, generating in \$536 million farm cash receipts.
 - B.C. greenhouses produced around 120,000 tonnes of vegetables worth over \$315 million.
 - B.C. grape growers generated close to \$57 million in revenue.
 - Farm cash receipts in B.C.'s livestock and poultry sectors totaled close to \$1.5 billion.
 - B.C. poultry and egg farmers generated almost \$560 million combined.
 - B.C. beef farmers generated close to \$220 million.
 - B.C. dairy producers generated over \$586 million.
 - B.C. hog producers generated just over \$32 million.
 - B.C. lamb producers generated nearly \$10 million.
 - B.C. beekeepers produced generated \$12.4 million.

Communications Contacts: Jessica Li/ Tasha Schollen / Lara Perzoff/ Courtney Stewart
Program Contacts: Paul Irwin / Richard Sawchuk / Francis Acquarone

Agrifoods—Growing Forward 2 (GF2) / Federal Partnership KEY MESSAGES

Ministry of Agriculture

Confidential

December 2017

CANADIAN AGRICULTURE PARTNERSHIP

- In April 2018, the Canadian Agricultural Partnership will come into effect. It is estimated the federal and provincial governments will invest more than \$400 million in B.C. under the program between 2018 and 2023.
- The B.C. government has been diligent in ensuring the voice of B.C. farmers, ranchers, food processors and those in the seafood sector, are heard during the negotiations.
- The details of the programming are still being confirmed, but The Canadian Agricultural Partnership will focus on six priority areas:
 - Science, Research, and Innovation – Helping industry adopt practices to improve resiliency and productivity through research and innovation.
 - Markets and Trade – Opening new markets and helping farmers and food processors improve their competitiveness

Environmental Sustainability and Climate Change – Building sector capacity to mitigate agricultural greenhouse gas emissions, protect the environment and adapt to climate change by enhancing sustainable growth, while increasing production.

- Value-added Agriculture and Agri-food Processing – Supporting the continued growth of the value-added agriculture and agri-food processing sector.
 - Public Trust –improving assurance systems in food safety and plant and animal health, stronger traceability and effective regulations.
 - Risk Management – ensuring programs are comprehensive, responsive and accessible.
- Negotiations are progressing well in anticipation of a smooth transition from the Partnership's predecessor, Growing Forward 2.

GROWING FORWARD 2

- In 2013, the Growing Forward 2 agreement was signed. The federal and provincial governments will invest about \$426.9 million in B.C. from 2013-2018.

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KEY MESSAGES

- The agreement provides B.C. farmers with risk management support so B.C. producers continue to have access to programs that offer income stability in difficult times.
- Growing Forward 2 focussed on B.C. producers and processors are using the latest knowledge and technology so they can compete internationally and maximize the potential for earning new dollars while meeting the growing demand for high quality food.
- For example, the Canada-B.C. Agri-Innovation Program supports new product development and commercialization through \$13.4 million in funding that is available to successful applicants.
- For example, the \$4.3 million B.C. Agrifoods Export Program provides matching funds to support industry participation at international tradeshow, promotional events, incoming and outgoing trade missions, and to develop marketing materials for international audiences.

SUPPLY MANAGEMENT

- The B.C. Government remains an advocate of B.C. agriculture on both a national and international level.
- We appreciate the hard work of dairy, poultry and egg producers and the trusted, consistent supply of the safe and high-quality food provided to British Columbian.
- The Government of British Columbia expects that Canada will negotiate trade deals that benefit all Canadians, including agricultural producers in the supply managed commodities and urged these interests are given due consideration and representation in Canada's negotiating position as part of TPP or other trade discussions.

Communications Contacts: Jessica Li/ Tasha Schollen / Lara Perzoff/ Courtney Stewart
Program Contacts: Paul Irwin / Richard Sawchuk / Francis Acquarone

Background Note

CLIFF: 139227

TITLE: Trade Barriers – Agrifood and Seafood Sectors

ISSUE: Market access issues due to trade barriers including sanitary and phytosanitary measures, for China, Korea and Japan.

BACKGROUND:

- Trade barriers restrict free trade and the benefits associated with an open market. Trade barriers in China, Korea and Japan limit the amount of BC products that can be imported to them (market access), and in turn reduce the robustness of the BC agrifood and seafood sector.
- Trade barriers come in many forms including tariffs, government subsidies, technical regulations and sanitary and phytosanitary (SPS) measures.
- SPS measures are used to protect humans, animals, and plants from diseases, pests, or contaminants. Examples include labelling requirements related to food safety and tolerance limits for residues.

DISCUSSION:

- When used appropriately, SPS measures increase public health protection and food safety; however, there is also a history of countries using SPS measures to disguise protectionist trade restrictions. BC seafood producers have repeatedly identified the largest trade barrier with China to be the lack of consistently applied and transparent rules applied to imports of BC seafood.

China

- China has recently effected two separate import tariff reductions, which have had positive impact for BC.
- Effective January 1, 2017, China reduced import tariffs on 17 select seafood products. Of the products that have been identified for tariff reduction, BC exported the following to China in 2015, with the following tariff reductions:
 - tuna - from 12% to 6%;
 - herring – from 10% to 2%;
 - pollock – from 10% to 5%; and,
 - certain crab products – from 14% to 7%.

- Globally, BC exported \$21.6 million of these products with modest amounts (\$3.5 million total) going to China.
- Effective December 1, 2017, China announced temporary tariff reductions on 33 agriculture and agrifood and fish and seafood products.
- There is no indication as to how long the temporary reduction will last. The top five products that BC exported to China in 2016 affected by the temporary tariff reductions, and the nature of those reductions, are:
 - frozen shrimp - from 5% to 2%;
 - unsweetened aerated water – from 20% to 10%;
 - uncooked pasta – from 15% to 8%;
 - frozen crab – from 10% to 5%; and,
 - jams, fruit jellies etc. – from 30% to 15%.
- China's new tariff reductions will lower the price of entry for BC seafood exporters and will create opportunities for several products, including those currently being shipped and those that have the potential to ship under these new market conditions.

Japan

- In March 2022, Japan's new Food Labelling Standards including country of origin labelling (COOL) requirements will come into effect. COOL requirements can be a barrier to trade because of the high administrative burden of meeting the traceability requirements, as well as potential negative marketing due to local preference.
- This change will mean labelling the origin of the top three countries sourcing the primary ingredient on all processed foods sold in Japan. BC products that are likely to be impacted are seafood, baked goods and cereal products. BC seafood already requires a high degree of traceability, so is unlikely to be significantly negatively affected by these COOL requirements.

ATTACHMENTS: N/A

CONTACT:

Thom Dennett
Ministry of Agriculture
Policy Analyst
250 356 1671

Patterson, Mat AGRI:EX

From: Ommundsen, Eric JTT:EX
Sent: Friday, December 1, 2017 3:32 PM
To: Patterson, Mat AGRI:EX; McLaren, Solveig AGRI:EX
Subject: Background Notes for PJH and Ministers' Asia Trip - Requested for Dec 13th
Attachments: Background Note - Template - Blue.docx; PJH Asia 2018 - Itinerary - Vs. 15 - Nov 30.pdf

Hi Mat and Solveig,

Hope you're doing well. As you many know, our ministry and primarily our Missions and Events group and our China and Japan / Korea geographic teams are coordinating much of the preparation for the January trip to Asia by PJH and several ministers. Part of this preparation is the development of background notes for the briefing materials carried by the DM's and other staff and we've been asked to request AGRI create background notes on several topics, as well as anything else your team may see important.

The background note template is attached and the intent is to keep such notes to 2 pages or less. There are additional notes being developed for the specific meetings, so the background notes are for more general reference on the sector. We'd appreciate the help of your team in creating notes on:

- Agrifood and Seafood – sector overview in general including recent export stats and efforts in China, Japan, Korea
- Aquaculture – background on government position as it's anticipated that this topic may arise during the PJH - Mitsubishi meeting Jan 29th
- GF2 – CAP funding programs
- Any market specific access, phytosanitary, trade barrier background that should be included for those countries

I've attached the current version of the trip itinerary FYI as well. The group has provided a deadline of December 13th to receive the notes; if you can send them to me I can provide them to Missions & Events and the Geography team leads coordinating the materials.

Please let me know any questions or concerns.

Many thanks for your help,
Eric

Eric Ommundsen
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International Business Development Division
Ministry of Jobs, Trade and Technology
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Background Note

CLIFF:

TITLE:

ISSUE:

BACKGROUND:

DISCUSSION:

ATTACHMENTS:

CONTACT: [name, title, phone]

DRAFT

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
Saturday, January 20, 2018 - VANCOUVER				
11:45	Depart Vancouver China Southern Airlines Flight #CZ 330 Flight duration: 13:30, non-stop			
Sunday, January 21, 2018 - GUANGZHOU, CHINA				
17:15	Arrive Guangzhou: Guangzhou Baiyun International Airport			
18:15	Depart for hotel (TBC)			
19:00 - 19:30	Arrive hotel and check-in			
19:30 - 22:00	Private program			
Monday, January 22, 2018 - GUANGZHOU, CHINA				
8:10 - 8:30	Depart hotel for Chen Clan Temple and Guangdong Museum			
8:30 - 10:45	Cultural and historical site visit Location: Chen Clan Temple and Guangdong Museum Hosted by Guangdong FAO -The Chen Clan Temple or Ancestral Hall was built by the 72 Chen clans for their juniors' accommodation and preparation for the imperial examinations during the Qing Dynasty -Guangdong Museum Info for Guangdong Museum is dedicated to the history of the city of Guangzhou and focussed on the city's strategic center of trade with foreign nations			
10:45 - 11:15	Depart for hotel			
11:00 - 12:00	Private program			Bilateral with Guangdong Tourism Bureau Location: TBC Guangdong is the most important source of overseas travelers in China.

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Monday, January 22, 2018 - GUANGZHOU, CHINA				
12:00 - 13:30	<p>Tourism Promotional Luncheon Location: Hotel TBC -PJH to open (option to depart early) -MLB to moderate event</p> <p>-Tourism promotional luncheon in partnership with Destination BC to mark the “2018 Canada-China Year of Tourism”. The event will promote BC agrifood, seafood, craft beer, wine and tourism.</p>			
13:30 - 13:45	Private Program			
13:45 -14:00	Photo Opportunity with Ballard Bus Location: Hotel Main Entrance		Side program TBC	
14:00 - 15:30	Roundtable: BC-GD Low Carbon Economy Cooperation Location: Hotel TBC -PJH to open (option to depart after remarks) -MBR to moderate event -Follow-up on BC-GD Climate Action MOU - to advance BC-Guangdong climate action cooperation.			
15:30 - 16:00	Interviews with local media Location: Hotel (room TBC)	Private program		
16:00 - 16:20	Private Program			
16:20 - 16:50	Briefing with Canadian Consul General to Guangzhou Location: Hotel (Room TBC)			
16:50 - 17:00	Depart for Bilateral (walking distance: 10 mins)			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Monday, January 22, 2018 - GUANGZHOU, CHINA				
17:00 - 17:45	Bilateral with Guangdong Governor Location: Foreign Affairs Club, Shamian Island - At the core of BC's ties with China is its sister-province relationship with Guangdong province in southern China.			
17:45 - 19:15	Sister Province Official Banquet Location: Foreign Affairs Club, Shamian Island Official delegates only			
19:15 - 19:30	Depart for hotel			
19:30 - 19:50	Private program (option to change to casual attire)			
19:50 - 20:00	Depart for Pearl River Cruise			
20:00 - 21:00	Pearl River Cruise Hosted by Guangdong FAO - Provides a good opportunity to take in the city's historical landscapes and a chance to grasp with the scale of recent developments.			
21:00 - 21:05	Return to hotel			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
Tuesday, January 23, 2018 - GUANGHOU - BEIJING, CHINA				
7:00 - 7:30	Luggage collection			
7:30 - 8:30	Luggage and support staff depart for airport			
8:15 - 9:00	Depart hotel for Guangzhou Baiyun International Airport			
10:00	Depart Guangzhou for Beijing Capital International Airport Flight #:			
13:00	Arrive Beijing Capital International Airport (ZBAA)			
13:30 - 15:00	Depart for site visit: Great Wall at Mutianyu Travel time (total): 3-4 hours (66 km), including visit (Lunch provided in car)	Depart for hotel and check-in Travel time: 13:30 - 14:15 Location: Hotel TBC		
		Private program 14:15 - 15:00		

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Tuesday, January 23, 2018 - GUANGZHOU - BEIJING, CHINA				
15:00 - 16:30	Visit Great Wall	Depart for Beijing Trade and Investment Office: 15:00 - 15:15 15:15 - 16:30		
16:30 - 18:30	Depart for hotel	Depart for hotel Travel time: 16:45 - 17:00		
18:30 - 19:00	Arrive hotel check-in Location: TBC	Private program 17:00 - 22:00		
19:15 - 22:00	Private Program			
Wednesday, January 24, 2018 - BEIJING, CHINA				
7:15 - 8:00	Briefing with Ambassador Location: Hotel (Room TBC)			
8:15 - 9:00	Depart for FII Forum			
9:00 - 12:00	Wood and Green Building Policy Forum (FII) Location: Hotel TBC, West Beijing PJH to open (depart after opening remarks) MBR to moderate ½ day event Given China's increasing focus on the environmental aspects of construction, FII China will host a government policy forum focused on green building and the environmental benefits of wood building products.			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Wednesday, January 24, 2018 - BEIJING, CHINA				
9:45 - 10:00	Depart for National Energy Administration	<p>Wood and Green Building Policy Forum (continued) 9:00 - 12:00 (Work Luncheon to follow from 12:00 - 13:30; Ministers are not expected to attend)</p>		
10:00 - 10:45	<p>Bilateral meeting: National Energy Administration Location: NEA HQ, West Beijing</p> <ul style="list-style-type: none"> - natural gas condensate has great demand in China for its growing chemical processing industry. China can produce some condensate, but is still relying on imports from foreign countries. - National Energy Administration is the National regulatory agency 			
10:45 - 11:30	Depart for PetroChina			
11:30 - 12:15	<p>Bilateral meeting with PetroChina Location: Second Ring Road, East Beijing</p> <ul style="list-style-type: none"> - PetroChina is a major shareholder of the LNG Canada Project 			
12:15 - 12:30	Depart for Tourism Luncheon			
12:30 - 13:30	<p>Tourism Promotional Luncheon Location: TBC <ul style="list-style-type: none"> - PJH to open - MLB to moderate event </p> <p>- Tourism promotional luncheon in partnership with Destination BC to mark the "2018 Canada-China Year of Tourism". The event will promote BC agrifood, seafood, craft beer, wine and tourism</p>			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Wednesday, January 24, 2018 - BEIJING, CHINA				
13:30 - 14:00	Depart for Tiananmen and the Forbidden City	Side program TBC		
14:00 - 15:00	<p>Site visit: Tiananmen and the Forbidden City</p> <p>- Tiananmen Square and the Forbidden City are two of the most significant cultural and historic landmarks in China. The Forbidden City (Palace Museum) was once the home to ancient Chinese emperors, and is a marvel of engineering and design. Tiananmen Square is a testament to modern China and the location of a number of significant events throughout its history.</p>			
15:00 - 15:30	Depart for hotel			
15:30 - 17:30	Private Program			
17:30 - 18:00	Depart for Official Residence			
18:00 - 19:30	<p>Dinner</p> <p>Location: Official Residence</p> <p>- Dinner with select BC companies operating in Northern China at the Official Residence</p>			
19:30 - 20:00	Return to hotel			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
Thursday, January 25, 2018 - BEIJING, CHINA - SEOUL, KOREA				
6:00	Departure for Beijing Airport and check-in (normal customs clearance and check-in procedure) (30 minute transit time)			
8:45	Depart Beijing for Seoul Gimpo Airport Flight #: CA 123 Flight duration: 02:05			
11:50	Arrive Seoul Gimpo Airport (ICN)			
13:00	Depart for Suwon City			
14:15	Arrive at Gyeonggi Government provincial office Bilateral meeting with Gyeonggi Governor Nam Location: TBC			
14:30 - 15:15	Outcome: Sign 10th Anniversary "3-year BC-Gyeonggi Economic Action Plan			
15:15 - 15:45	Depart for Pangyo Techno Valley			
15:45 - 16:00	Presentation on Pangyo IT Valley			
16:00 - 16:45	Tour of GCEIC Gyeonggi Creative Economy Innovation Centre			
16:45	Depart for Seoul Location: Hotel TBC			
18:00 - 18:30	Arrive at hotel and check-in			
18:30 - 22:00	Private program			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
Friday, January 26, 2018 - SEOUL, KOREA				
8:00 - 8:45	Breakfast briefing with Canadian Ambassador to Korea Location: Hotel TBC (alternative: breakfast briefing on January 26)			
9:00 - 9:45	Meeting with KOGAS (LNG – LNG Canada Consortium) Location: Hotel -KOGAS is the world’s second-largest corporate buyer of LNG and is part of the LNG Canada consortium.	Meeting with and tour of Netmarble Location: Netmarble Travel time: 40 mins each way -Meeting and tour to discuss Netmarble growth of Kaban Studios in Vancouver (potential announcement of 100 jobs and additional office space) -Netmarble is Korea's largest social gaming company		
10:00 - 10:45	Meeting with POSCO Location: Hotel -POSCO is one of the largest importers of BC metallurgical coal with interests in BC mines through a partnership with Teck.			
11:00 - 12:00	Private program (Media and/or speech prep)	Private program		
12:00 - 12:30	VIP Reception Location: Hotel -Small reception to welcome Korean community and business leaders (25 people)			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
12:30 - 14:00	<p>BC Partnerships Luncheon Location: Hotel PJH address the Korean government, business & community leaders</p> <p>-Stand-up event promoting BC agrifood, seafood, craft beer, wine and tourism. Potential to invite BC Olympic athletes training in Pyeongchang for the 2018 Winter Olympics – February 09-25, 2018 (to be confirmed)</p>			
14:30 - 17:00	<p>Cultural program: -Kukkiwan Taekwondo Headquarters - Bukchon Hanok Village - Korean traditional village located in central Seoul close to Gyeongbok Palace - Gyeongbok Palace - Touring the first royal palace of the Chosun Dynasty in Korea</p> <p>Site visit to "Canada Village" project development site, Gyeonggi Province (organized by Canada Wood Korea) 30 mins each way - The first public sector driven wood frame construction (WFC) community development in Korea, a total of 141 housing units – all using wood supplied from B.C. - Joint venture between GICO (Gyeonggi Urban Innovation Corporation) as the developer, and DSK (Dreamsite Korea), the general contractor - Canada Wood Korea (funded by Fil, NRCan and industry) is providing technical transfer and quality support for the project, including progressive site inspections and training for construction crews. - GICO has adopted Canadian Super-E and Net Zero technologies for 13 energy efficient units to be built as part of the project with technical support from NRCan's Super E Office and Canada Wood Korea. - Optional: Wreath laying at Gapyeong Canada Monument (Korean War memorial) located at the site.</p>			
17:00 - 17:30	Transfer to hotel			
17:30 - 22:00	Private Program			

PJH - China, Korea, Japan 2018				
Itinerary				
Version 15: Last updated November 30, 2018				
Time	PJH	MBR	MGC	MLB (China only)
Saturday, January 27, 2018 - SEOUL, KOREA - TOKYO, JAPAN				
8:30 - 14:00	Private program			
14:00	Depart for Seoul Gimpo Airport			
16:20	Depart for Tokyo Haneda International Airport Flight #: JAL 5236 Flight duration: 02:05			
16:00	Arrive Tokyo Haneda International Airport			
CONTINUED: Saturday, January 27, 2018 - SEOUL, KOREA - TOKYO, JAPAN				
16:30	Depart airport for hotel (TBC)			
18:00 - 18:30	Arrive hotel and check-in			
18:30 - 20:00	Private program			
Sunday, January 28, 2018 - TOKYO, JAPAN				
9:00 - 3:00	Cultural program			
Monday, January 29, 2018 - TOKYO, JAPAN				
8:00 - 9:00	Briefing breakfast with Canadian Ambassador to Japan Location: Hotel TBC			
9:30 - 10:15	Meeting with Mitsubishi Corporation Location: Mitsubishi Corporate HQ - Tokyo			
	- Topics include LNG, condensates, agri-food, technology			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Monday, January 29, 2018 - TOKYO, JAPAN				
10:30 - 11:15	<p>Meeting with Japan, Oil, Gas and Metals National Corporation (JOGMEC)</p> <p>Location: JOGMEC HQ – Tokyo</p> <p>– Meet with President of JOGMEC to reaffirm key points of the MOU and commitment to the relationship with Japan</p> <p>– Thank JOGMEC for continued presence in Vancouver and investment in energy and mining resource projects</p> <p>Provide strategy of the new government around resource development</p>	<p>CONTINEUD: Meeting with and tour of Sega</p> <p>Location: Sega Headquarters in Tokyo</p> <p>-Sega's Vancouver-based subsidiary Relic Games will hire 150+ people and move to a new Vancouver studio in 2018</p>		
12:00 - 12:30	<p>VIP Reception</p> <p>Location: Executive Dining Room at Embassy of Canada in Tokyo</p> <p>- Select guests will be invited to meet PJH and MBR prior to the luncheon to ensure they have direct meetings</p> <p>- After short meet & greet, transit to the main event hall</p>			
12:30 - 14:00	<p>BC Partnerships Luncheon -- 4th Floor, Embassy of Canada in Tokyo</p> <p>- Stand-up reception for key contacts from industry, government, tourism, education</p> <p>- Expected size around 150 people</p> <p>- Feature BC products (food and drink)</p> <p>- PJH to address audience on vision of the new government and importance of the BC-Japan relationship</p>			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Monday, January 29, 2018 - TOKYO, JAPAN				
14:30 - 15:30	Private program / option to attend Technology Roundtable with Fujitsu Corporation	Technology Roundtable with Fujitsu Corporation Location: Fujitsu Global HQ – Tokyo - Corporate tour and meeting - Acknowledge establishment of F-Com in Vancouver to advance tech partnerships between Fujitsu’s multitude of subsidiaries and affiliates - Acknowledge technology partnership between Fujitsu Labs and 1-Qbit - Thank CEO for visiting BC in December 2017 - Encourage Fujitsu (largest IT company in Japan) to continue to expand its activities and presence in BC through its many group companies		
15:30	Transfer to hotel			
16:00 - 16:45	Private Program			
17:00 - 18:00	Meeting with JAPEX -- Official Residence, Embassy of Canada in Tokyo -Thank JAPEX for investment in BC natural gas and express understanding of the decision not to progress with PNW LNG project -Encourage them to continue to explore options for developing both the LNG opportunities and the value added gas opportunities -Transition to dinner area to greet arriving guests			
18:00 - 20:00	Natural Resources Roundtable Dinner Location: Official Residence, Embassy of Canada in Tokyo Invite 10 Japanese investors, including the LNG proponents. - The dinner would focus on BC resource development through an informal discussion over dinner. - Hosted by the Canadian Ambassador to Japan. - Potential invitees: JAPEX, INPEX, Mitsubishi Materials, Itochu, Sojitz, Sumitomo Metal Mining, Dowa, Mitsui Matsushima			

PJH - China, Korea, Japan 2018

Itinerary

Version 15: Last updated November 30, 2018

Time	PJH	MBR	MGC	MLB (China only)
Tuesday, January 30, 2018 - TOKYO, JAPAN - VANCOUVER, BC				
9:00 - 9:45	Meeting with Ministry of Economy, Trade and Industry (METI) - Japan Location: METI Office - BC MOU with METI includes technological cooperation in the energy sector, such as gas-to-liquids technology.			
10:00 - 10:45	Meeting with Ministry of Foreign Affairs (MOFA) Location: MOFA Office - Discussion on advancing trade and investment with a focus on technology and energy.			
11:00 - 12:00	Private Program			
12:00 - 13:00	Lunch Location: TBC			
13:00 - 13:30	s.21			

PJH - China, Korea, Japan 2018				
Itinerary				
Version 15: Last updated November 30, 2018				
Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Tuesday, January 30, 2018 - TOKYO, JAPAN - VANCOUVER, BC				
14:30 - 16:00	Tour of Astomos Energy Corp. Receiving Terminal Location: Astomos Receiving Terminal (Chiba)			
16:00	s.21			
17:30	Depart Tokyo Narita International Airport for Vancouver Flight #: JL 018 Flight duration: 08:55			

Patterson, Mat AGRI:EX

From: Patterson, Mat AGRI:EX
Sent: Wednesday, December 13, 2017 2:41 PM
To: Ommundsen, Eric JTT:EX
Cc: McLaren, Solveig AGRI:EX; Wong, Jane T AGRI:EX
Subject: RE: Background Notes for PJH and Ministers' Asia Trip - Requested for Dec 13th
Attachments: 187437 - Background Note - Aquaculture - Mitsubishi.docx; 187437 - Background Note - GF2 CAP funding programs.docx; 187437 - Background Note - Trade Barriers.docx; 187437 -Background Note - Agrifood and Seafood Sector Overview.docx; 187437 - Attachment - BC Agriculture, Seafood and Agrifood Sector Snapshot 2016.pdf; 187437 - Attachment - BC Agrifood and Seafood Export Highlights 2016.pdf; 187437 - Attachment -Finfish Aquaculture Fact Sheet 2017.docx

Hi Eric,

Attached are all of the DM-approved notes from Agriculture. Please note that some of the text in the aquaculture note has changed since I sent you the draft. Please ensure that the previous note that Paul developed for MLP meeting is updated to reflect these changes.

The trade barriers note is fairly light, as our trade policy analyst retired recently and we have yet to backfill his position (so this note was done by another policy analyst who is covering the trade file temporarily). Your own trade team may have additional information to add to this note.

Thanks,
Mat

Mat Patterson
BC Ministry of Agriculture
250-356-2945

From: Ommundsen, Eric JTT:EX
Sent: Friday, December 1, 2017 3:32 PM
To: Patterson, Mat AGRI:EX; McLaren, Solveig AGRI:EX
Subject: Background Notes for PJH and Ministers' Asia Trip - Requested for Dec 13th

Hi Mat and Solveig,

Hope you're doing well. As you many know, our ministry and primarily our Missions and Events group and our China and Japan / Korea geographic teams are coordinating much of the preparation for the January trip to Asia by PJH and several ministers. Part of this preparation is the development of background notes for the briefing materials carried by the DM's and other staff and we've been asked to request AGRI create background notes on several topics, as well as anything else your team may see important.

The background note template is attached and the intent is to keep such notes to 2 pages or less. There are additional notes being developed for the specific meetings, so the background notes are for more general reference on the sector. We'd appreciate the help of your team in creating notes on:

- Agrifood and Seafood – sector overview in general including recent export stats and efforts in China, Japan, Korea

- Aquaculture – background on government position as it's anticipated that this topic may arise during the PJH - Mitsubishi meeting Jan 29th
- GF2 – CAP funding programs
- Any market specific access, phytosanitary, trade barrier background that should be included for those countries

I've attached the current version of the trip itinerary FYI as well. The group has provided a deadline of December 13th to receive the notes; if you can send them to me I can provide them to Missions & Events and the Geography team leads coordinating the materials.

Please let me know any questions or concerns.

Many thanks for your help,
Eric

Eric Ommundsen

A/ Senior Director, Natural Resources

International Business Development Division

Ministry of Jobs, Trade and Technology

3rd Floor, 1803 Douglas Street, Victoria, British Columbia

Canada V8T 5C3

T: 778-698-8792

M: 250 216-9277 | F: 250 952-0716

Background Note

CLIFF: 187437

TITLE: Aquaculture in British Columbia: Meeting with Mitsubishi Corporation January 29, 2018

ISSUE: Mitsubishi Corporation acquired one of the largest salmon aquaculture operations in the world and in B.C. with the purchase of Cermaq Group AS in 2014.

BACKGROUND:

- Mitsubishi Corporation is Japan's largest trading company employing over 60,000 people in seven business segments (finance, banking, energy, machinery, chemicals and food).
- In 2014, Mitsubishi Corporation acquired one of the world's largest aquaculture companies, Cermaq Group AS, which includes one of the largest salmon farming operations in B.C.
- Operating 28 Atlantic salmon farm sites in B.C., four land-based hatcheries, and two processing plants, Cermaq Canada accounts for about 30% of B.C.'s farming salmon production, and is the second largest producer in B.C. Most of these sites are in Clayoquot Sound and operate under an agreement with the Ahousaht First Nation.
- In 2015, Cermaq Canada was the first salmon farming company in Canada to have multiple farms certified to the internationally recognized ASC standard, and the second company in Canada to earn this prestigious certification.

BC Industry Statistics:

- Canada is the world's fourth-largest producer of farmed salmon, surpassed by Norway, Chile, and the United Kingdom (Scotland). B.C. produces over 70% of Canada's farmed salmon production.
- The B.C. salmon farming sector has been operating for more than three decades. Farm-raised salmon is B.C.'s highest valued seafood product (93,000 metric tonnes worth \$797 million in 2016) and the number one agricultural export. About 70% of the harvest is exported, primarily to the U.S., followed by Japan, China and Hong Kong.
- Salmon aquaculture is a major employer in rural and remote coastal and First Nations communities. The industry has identified that salmon aquaculture generates 5,000 jobs, with approximately 20-30% of salmon farm workers coming from First Nations. Salmon aquaculture jobs pay approximately 30% more than the provincial median wage.
- As of July 2017, there were 126 existing salmon farm tenures and of these 65 were operating with salmon on site.
- In 2015, B.C. put in place a "pause" on new tenures for Atlantic salmon farms pending recommendations on the future of the industry from the B.C. Minister of Agriculture's Advisory Council on Finfish Aquaculture, expected by the end of January 2018.



- The current “pause” is in addition to a previous moratorium on all salmon farming north of Klemtu as well as a temporary moratorium on new farms in the Discovery Islands until 2020.

First Nations:

- Salmon farms are currently located in the traditional territories of 28 First Nations, with 20 economic and social partnerships in place with B.C. salmon farmers.
- 78% of B.C.’s salmon production comes from areas covered by partnerships with First Nations. First Nations communities provide approximately 30% of the workforce on the farms of B.C.’s four largest salmon farming companies.
- There are ongoing protests and occupations by First Nations on salmon farm sites operated by Norwegian and now the Japanese owned companies.
- The B.C. Government is committed to working with First Nations and industry to ensure B.C.’s aquaculture sector is environmentally sustainable and respects First Nations’ rights while providing good jobs for British Columbians.

DISCUSSION:

- Cermaq Canada farms Atlantic salmon (and coho and trout) in 28 sea sites on the west and east coasts of Vancouver Island, operates four land-based hatcheries and two processing plants (one under contract). The company employs approximately 250 people in coastal communities, and has offices located in Campbell River and Tofino.
- Cermaq Group AS is one of the world's leading companies in farming of salmon and trout, with operations in Norway, Canada and Chile. Cermaq Group AS's feed business unit EWOS was sold in 2013 and is now owned by Cargill Inc.
- International salmon farming companies, like Mitsubishi (Cermaq Group AS), Marine Harvest and Grieg, are the major producers in B.C., and transfer of technology and knowledge is standard practice. These companies have much experience with issues surrounding fish health, sea lice, and public concern with the impacts of open net-pen salmon farming.
- Amid current public and some First Nations concerns related to salmon farming, there may be valuable lessons from the Mitsubishi/Norwegian experience that can be shared.
- Noting the significant investment already here, Mitsubishi representatives may ask about opportunities for growth in the B.C. salmon farming sector.

ATTACHMENT:

- Finfish Aquaculture Factsheet

CONTACT: David Travia, Corporate Governance, Policy and Legislation, 250-356-7640

Page 25 to/à Page 27

Withheld pursuant to/removed as

s.13

Background Note

CLIFF: 187437

TITLE: British Columbia's Agrifood and Seafood Sector Overview

ISSUE: B.C. Agrifood and Seafood Sector Statistics (2016)

BACKGROUND:

British Columbia's agrifood and seafood sector is a major contributor to the provincial economy. The sector includes agriculture, fisheries, aquaculture and food and beverage processing. Over 200 agricultural commodities and 100 seafood species are produced and harvested with 700 distinct products exported to over 160 international markets.

DISCUSSION:

In 2016, B.C. agrifood and seafood sector revenues reached a record \$14 billion, up 6.4% over 2015. This included \$3 billion from agriculture, \$1.2 billion from fisheries and aquaculture, and \$9.8 billion from the food and beverage manufacturing sector.

B.C. agrifood and seafood exports reached a record high of \$3.8 billion in 2016, up 9% from 2015. Shipments to our top five markets generated over 90% of the total export value in 2016. The United States was B.C.'s top trading partner with 71% of the market worth \$2.8 billion. China, Japan, South Korea and Hong Kong round out the top five export markets for B.C. agrifood and seafood products with a combined export value of \$732 million and a 20% share of total exports.

China: B.C. agrifood and seafood exports to China have increased by almost \$150 million in two years. By 2016, China held an 11% share of our export market at \$407.2 million. Export values to China increased 32% from 2014 to 2015 and an additional 18.5% from 2015 to 2016. The top five products going to the China market in 2016 were crab, pork, food preparations for manufacturing (including natural health products), geoduck clams and hake.

Japan: The value of B.C. agrifood and seafood exports to Japan have increased about 10% per year reaching \$207 million in 2016 for a 5% market share. The top five products going to Japan in 2016 were pork, herring, mushrooms, blueberries and farmed Atlantic salmon.

South Korea: The value of B.C. agrifood and seafood exports to South Korea has almost doubled in two years reaching \$64 million in 2016 for close to a 2% market share. The top five products going to South Korea in 2016 were food preparations for manufacturing (including natural health products), alfalfa, fodder and animal feeds, followed by oilseeds, shrimps/prawns and oil/oilcakes.

Hong Kong: Consistently in the top five, and recording more than 30% growth from 2015 to 2016, Hong Kong had just over 1% of B.C.'s agrifood and export market share generating \$55 million. The top five products going to Hong Kong in 2016 were sea cucumbers, pork, cherries, food preparations for manufacturing (including natural health products) and geoduck clams.

Recent efforts made to further develop these markets include:

- Ministry of Agriculture and the Ministry of Jobs, Trade and Technology (JTT) (formerly, Ministry of International Trade) developed the B.C. Agrifood and Seafood International Market Development Strategy (the Strategy), which focuses on programs and services that support three key areas: increasing market knowledge, generating investment in activities that support export growth, and building networks to support success for B.C. companies in the marketplace.
- The Strategy prioritizes five top markets where B.C. focuses the majority of its resources, including the United States, China, Japan, South Korea and Hong Kong. Made possible by Growing Forward 2 funding, AGRI and JTT plan for and lead several tradeshow events in these markets every year. In 2017/18, tradeshow events include: Seafood Expo Global; China Fisheries and Seafood Show; Seoul Food and Hotel; Taste of Canada, Japan; Asia Fruit Logistica, Hong Kong; China Seafood Promotion, Guangzhou; Busan International Seafood and Fisheries Expo; and, Food and Hotel China.

ATTACHMENTS:

- British Columbia Agrifood and Seafood Sector Snapshot 2016
- British Columbia Agrifood and Seafood Export Highlights 2016

CONTACT: Carmen Matthews, Manager, Corporate Statistics and Research, 250 356-2521

Background Note

CLIFF: 187437

TITLE: Growing Forward 2 and Canadian Agriculture Partnership Funding Programs

ISSUE: Funding programs to support British Columbia's agriculture sector

BACKGROUND:

Growing Forward 2 (GF2) is a federal-provincial-territorial (FPT) cost-shared initiative that provides services and financial support to the agriculture and agrifood sector. This multilateral agreement expires in March 2018 and will be replaced by the five year Canadian Agricultural Partnership (CAP) agreement (fiscal years 2018/19 to 2022/23).

These FPT five year agreements, GF2 and CAP, are comprised of two suites of programs: Business Risk Management (BRM) Programs and Strategic Initiative (SI) Programs.

BRM programs help farmers manage risks that threaten the viability of the farm. They provide protection against different types of income and production losses. BRM programming includes:

- AgriStability - provides support when a farm experiences a large margin decline.
- AgriInvest - provides cash flow to help manage income declines.
- AgriInsurance - provides cost-shared insurance against natural hazards to reduce the financial impact of production or asset losses.

SI programs are targeted to support the primary agriculture industry as well as the food processing sector with services and financial supports focused on:

- Markets and Trade – provides support to develop and expand domestic and international markets.
- Science, Research and Innovation – provides support for projects that enhance innovation, improve productivity, and accelerate commercialization of products.
- Climate Change and Environmental Sustainability – provides services and financial supports to address impacts on natural resources, reduce greenhouse gas emissions, and mitigate and adapt to the anticipated impacts of climate change.
- Assurance – provides supports to implement assurance systems related to food safety, biosecurity, traceability and farm animal welfare.
- Business Development – provides support to adopt business best practices and enhance the viability of businesses in the sector.



DISCUSSION:

GF2 and the forthcoming CAP help the Province's agriculture and agrifood sector maintain stability and viability, while enhancing innovative capacity and expanding market reach. Additionally, the programs and associated funding support help the sector to meet consumer demands for rigorous production standards related to food safety, biosecurity, animal welfare, and environmental sustainability.

Markets and Trade programming under GF2, in keeping with the Province's international marketing strategy, included a focus on expanding B.C. agrifood's market reach in priority markets including China, Korea and Japan. Over 500 B.C. agrifood businesses received support through GF2 Markets and Trade focused programming, including:

- funding to participate in tradeshow and missions in these countries including: the China Fisheries and Seafood Expo in Qingdao, China; the International Food Industry Exhibition in Seoul, Korea; and the Foodex Japan Tradeshow in Tokyo, Japan;
- support for incoming missions to BC, such as the Japanese Herring Roe mission to Vancouver and Vancouver Island in May 2014; and,
- support services for B.C. agrifood businesses to enhance their market-readiness, preparing them to access these important markets.

The success of Markets and Trade focused programming under GF2 has led to an increased investment in these types of activities/initiatives that will continue under CAP.

ATTACHMENTS: N/A

CONTACT: Mike Renaud, Senior Manager, (250) 387-9565

Background Note

CLIFF: 187437

TITLE: Trade Barriers

ISSUE: Market access issues due to trade barriers including sanitary and phytosanitary measures, for China, Korea and Japan.

BACKGROUND:

Trade barriers restrict free trade and the benefits associated with an open market. Trade barriers in China, Korea and Japan limit the amount of B.C. products that can be imported to them (market access), and in turn reduce the robustness of the B.C. agrifood and seafood sector. Trade barriers come in many forms including tariffs, government subsidies, technical regulations and sanitary and phytosanitary (SPS) measures.

SPS measures are used to protect humans, animals, and plants from diseases, pests, or contaminants. Examples include labelling requirements related to food safety and tolerance limits for residues.

DISCUSSION:

When used appropriately, SPS measures increase public health protection and food safety; however, there is also a history of countries using SPS measures to disguise protectionist trade restrictions. B.C. seafood producers have repeatedly identified the largest trade barrier with China to be the lack of consistently applied and transparent rules applied to imports of B.C. seafood.

China

China has recently effected two separate import tariff reductions, which have had positive impact for B.C.

Effective January 1, 2017, China reduced import tariffs on 17 select seafood products. Of the products that have been identified for tariff reduction, B.C. exported the following to China in 2015, with the following tariff reductions:

- tuna - from 12% to 6%;
- herring – from 10% to 2%;
- pollock – from 10% to 5%; and,
- certain crab products – from 14% to 7%.



Globally, B.C. exported \$21.6 million of these products with modest amounts (\$3.5 million total) going to China.

Effective December 1, 2017, China announced temporary tariff reductions on 33 agriculture and agrifood and fish and seafood products. There is no indication as to how long the temporary reduction will last. The top five products that B.C. exported to China in 2016 affected by the temporary tariff reductions, and the nature of those reductions, are:

- frozen shrimp - from 5% to 2%;
- unsweetened aerated water – from 20% to 10%;
- uncooked pasta – from 15% to 8%;
- frozen crab – from 10% to 5%; and,
- Jams, fruit jellies etc. – from 30% to 15%.

China's new tariff reductions will lower the price of entry for B.C. seafood exporters and will create opportunities for several products, including those currently being shipped and those that have the potential to ship under these new market conditions.

Japan

In March 2022, Japan's new Food Labelling Standards including country of origin labelling (COOL) requirements will come into effect. COOL requirements can be a barrier to trade because of the high administrative burden of meeting the traceability requirements, as well as potential negative marketing due to local preference. This change will mean labelling the origin of the top three countries sourcing the primary ingredient on all processed foods sold in Japan. B.C. products that are likely to be impacted are seafood, baked goods and cereal products. B.C. seafood already requires a high degree of traceability, so is unlikely to be significantly negatively affected by these COOL requirements.

ATTACHMENTS: N/A

CONTACT: Thom Dennett, Policy Analyst, 250 356 1671

Sector Snapshot 2016: B.C. Agrifood & Seafood

Sector Defined: British Columbia's agrifood and seafood industry includes primary production in agriculture, aquaculture and commercial fisheries, and processing of food and beverages.

➤ Over 200 primary agriculture products and about 100 species of fish, shellfish and marine plants are produced in B.C.

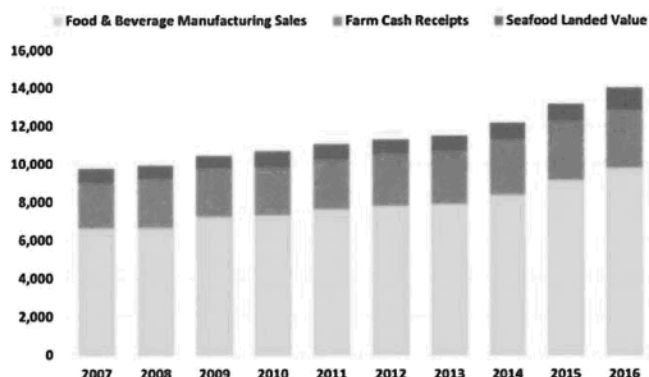
AGRIFOOD & SEAFOOD KEY FACTS

- ❖ **Sales: \$14.0 billion**
 - ❖ **GDP: \$4.5 billion**
 - ❖ **Share of Provincial Total GDP: 2.0%**
 - ❖ **Exports: \$3.8 billion**
- B.C. agrifood & seafood sales reached \$14 billion in 2016 - up 6.4 per cent over 2015.
- Total sales include \$3 billion in agriculture + \$1.2 billion in seafood + \$9.8 billion in food and beverage manufacturing.
- Growth in sales occurred in the seafood (aquaculture and commercial fishing) sector (up 31.2 per cent), and the food and beverage manufacturing sector (up seven per cent), while sales in the primary agriculture sector declined by 2.5 per cent.
- Total estimated agrifood and seafood GDP, at \$4.5 billion, rose 4.6 per cent over 2015.
- B.C.'s agrifood and seafood sector accounted for 2.0 per cent of B.C.'s total GDP which was \$218.8 billion in 2016.

AGRIFOOD & SEAFOOD PRODUCTS EXPORT PROFILE

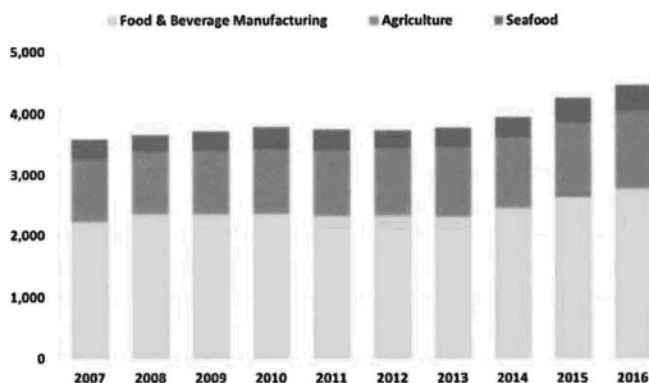
- B.C. exported a record \$3.8 billion in agrifood & seafood products to 160 markets in 2016.
- Total agrifood and seafood exports were up nine per cent over 2015 due to a 17 per cent increase in the value of seafood exports and a five per cent increase in the value of agrifood exports.
- Agrifoods contributed 65 per cent (\$2.5 billion) and seafood contributed 35 per cent (\$1.3 billion) to B.C.'s export value total for the sector.
- B.C.'s Top Five Export Markets: United States \$2.8 billion (71 per cent), China \$407 million (11 per cent), Japan \$207 million (five per cent), South Korea \$64 million (two per cent) and Hong Kong \$55 million (one per cent).
- The fastest growing of the top 10 exports markets were Ukraine (95 per cent), Philippines (40 per cent), Hong Kong (31 per cent), Australia (23 per cent) and South Korea (17 per cent).
- Top Five Exports: \$524 million in farmed Atlantic salmon; \$307 million in food preparations for manufacturing and natural health products; \$293 million in baked goods and cereal products; \$200 million in blueberries; and \$156 million in mushrooms.

Total B.C. Agrifood & Seafood Sales (\$ Millions)



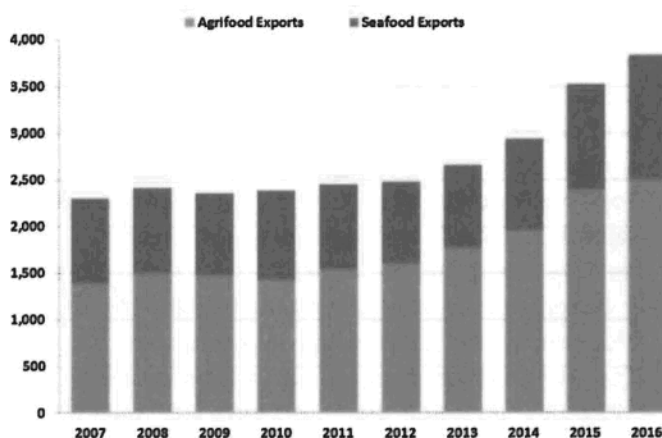
Source: Statistics Canada, Tables 002-0001 and 304-0015, CANSIM Database; and B.C. Ministry of Agriculture

B.C. Agrifood & Seafood GDP (\$ Millions)



Source: Statistics Canada, Table 379-0030, Cansim Database

B.C. Agrifood & Seafood Exports (\$ Millions)



Source: Statistics Canada, CATSNET Analytics

Sector Snapshot 2016:

B.C. Food and Beverage Manufacturing

Sector Defined: B.C.'s food and beverage manufacturing sector comprises agrifood, seafood, beverage & tobacco.

- The food and beverage processing industry is comprised of about 2,600 establishments and is the second largest manufacturing sector in the province in sales and in GDP.

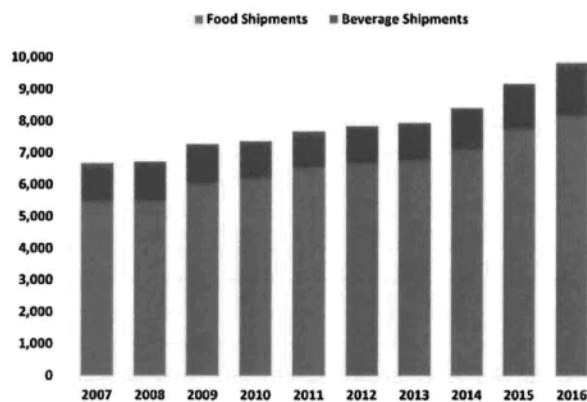
FOOD & BEVERAGE MANUFACTURING KEY FACTS

- **Sales: \$9.8 billion**
- **GDP: \$2.8 billion**
- **Share of Provincial Total GDP: 1.3%**
- **Exports: \$3.8 billion**
- Food and beverage manufacturing in B.C. generated \$9.8 billion in 2016 - a seven per cent increase over 2015.
- The sector employed 36,900 people in close to 2,600 establishments in 2016.
- **Top Shipments:** \$1.7 billion in meat and poultry products; \$1.4 billion in dairy products; \$1.0 billion in seafood products; \$0.8 billion in animal food products; \$0.8 billion in bakeries and tortillas; \$0.7 billion from breweries; \$0.6 billion from wineries; \$0.5 billion in fruit and vegetable products; and \$0.4 billion from soft drink and ice manufacturing.
- Combined sales from B.C. breweries, wineries, and distilleries amounted to \$1.3 billion in 2016.
- Food and beverage manufacturing made up 62 per cent of B.C.'s agrifood and seafood GDP in 2016, with contributions of \$2.8 billion.
- In 2016 B.C. ranked fourth among provinces in Canada in food and beverage manufacturing sales.

FOOD & BEVERAGE MANUFACTURING PRODUCTS EXPORT PROFILE

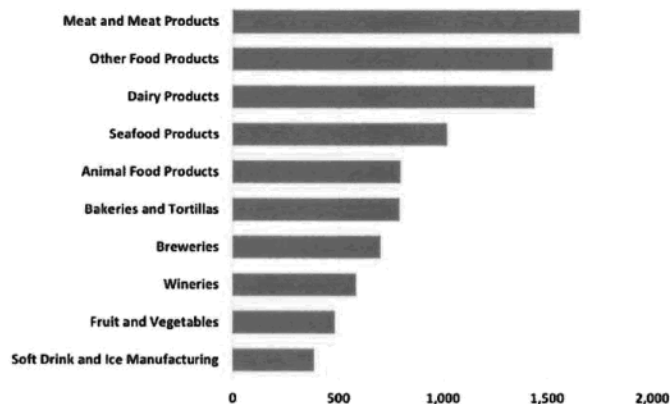
- B.C. exported \$3.8 billion worth of agrifood and seafood products in 2016. Processed products comprised 80 per cent of these exports, with the remaining 20 per cent comprised of live and fresh products.
- **Top Five Food Exports:** \$524 million in farmed Atlantic salmon; \$307 million in food preparations for manufacturing and natural health products; \$293 million in baked goods and cereal products; \$200 million in blueberries; and \$156 million in mushrooms.
- **Top Five Beverage Exports:** \$35 million in water; \$22 million in fruit & vegetable juice; \$10 million in wine; \$7 million in beer and cider; and \$3 million in other non-alcoholic beverages.

B.C. Food and Beverage Manufacturing Shipments (\$ Millions)



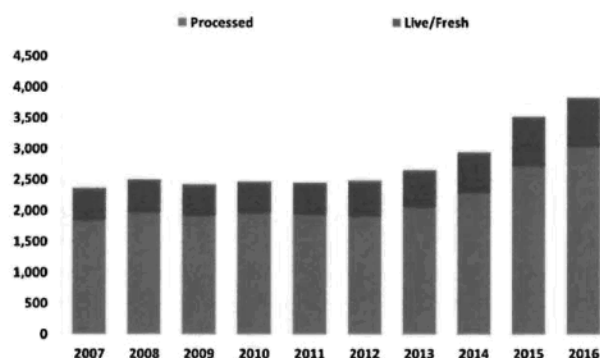
Source: Statistics Canada, Table 304-0015, CANSIM Database

B.C. Top Food and Beverage Manufacturing Shipments 2016 Ranked (\$ Millions)



Source: Statistics Canada, Table 304-0015, CANSIM Database

B.C. Processed and Live/Fresh Exports (\$ Millions)



Source: Statistics Canada, CATSNET Analytics

Sector Snapshot 2016: B.C. Agriculture

Sector Defined: B.C.'s agriculture sector includes primary production from farmers, growers and ranchers. Agriculture does not include post-farm processing.

➤ In 2016, B.C. producers led the nation in farm sales of blueberries, cherries, raspberries, garlic and apricots.

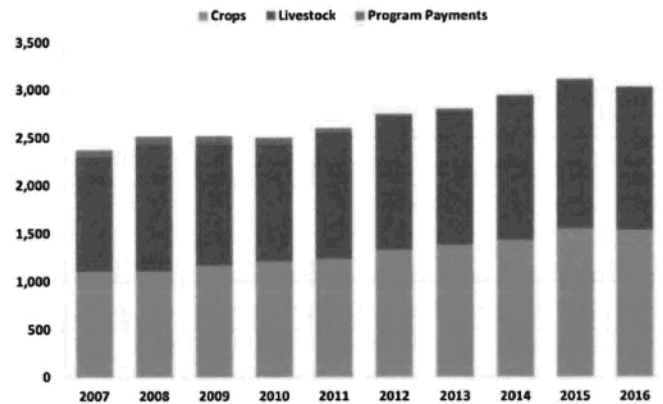
AGRICULTURE KEY FACTS

- ❖ **Farm Cash Receipts (FCR): \$3.0 billion**
 - ❖ **GDP: \$1.3 billion**
 - ❖ **Share of Provincial Total GDP: 0.6%**
 - ❖ **Exports: \$2.5 billion**
- Primary agriculture in B.C. generated \$3 billion in FCR down 2.5 per cent from 2015.
- Over 17,500 farms utilized 2.6 million hectares – less than three per cent of the provincial land base – to produce over 200 agriculture products.
- The top 10 commodities in terms of FCR in B.C. in 2016 were: dairy products chickens, greenhouse vegetables, floriculture, beef, nursery products, blueberries, eggs, mushrooms and grapes.
- Nationally, B.C. ranked second in FCR for: greenhouse vegetables, floriculture products, nursery products, mushrooms, grapes, cranberries, peaches, field lettuce, pumpkins, pears, Brussels sprouts, ginseng, nectarines, plums and prunes, spinach, and Saskatoon berries.
- Total estimated GDP for crop and animal production (excluding aquaculture) plus support activities for crop and animal production amounted to \$1.3 billion and accounted for 0.6 per cent of B.C.'s total GDP.

AGRIFOOD PRODUCTS EXPORT PROFILE

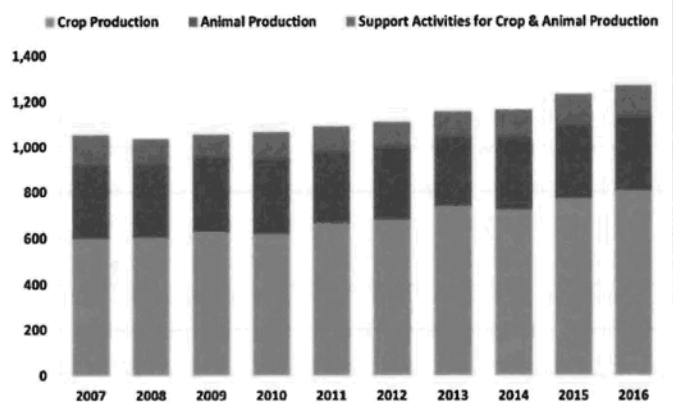
- Agrifood products include primary production products & post-farm processed products.
- B.C. exported \$2.5 billion worth of agrifood products to 147 markets in 2016. Total agrifood exports were up five per cent over 2015.
- Top Five Agrifood Export Markets: United States \$1.9 billion (77 per cent), China \$142 million (six per cent), Japan \$101 million (four per cent), South Korea \$54 million (two per cent) and Hong Kong \$31 million (one per cent).
- The fastest growing markets of the 10 top export markets were Australia (39 per cent), Philippines (38 per cent), Vietnam (33 per cent), United Kingdom (28 per cent) and Hong Kong (27 per cent).
- Top Five Agrifood Exports: \$307 million in food preparations for manufacturing and natural health products; \$293 million in baked goods and cereal products; \$200 million in blueberries; \$156 million in mushrooms; and \$119 million in chocolate & cocoa preparations.

B.C. Agriculture Sales (\$ Millions)



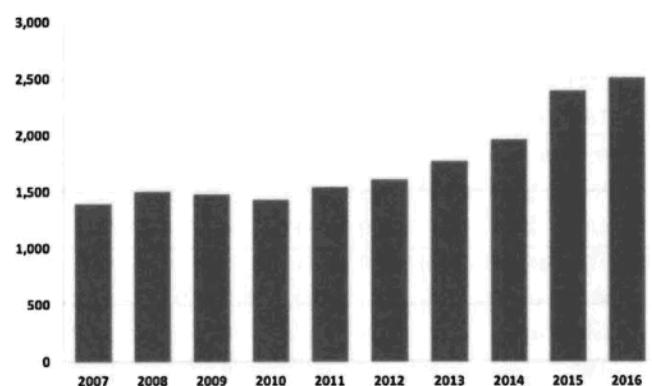
Source: Statistics Canada, Table 002-0001, Cansim Database

B.C. Agriculture GDP (\$ Millions)



Source: Statistics Canada, Table 379-0030, Cansim Database

B.C. Agrifood Exports (\$ Millions)



Source: Statistics Canada, CATSNET Analytics

Sector Snapshot 2016: B.C. Seafood

Sector Defined: B.C.'s seafood sector comprises primary production from commercial fishing and aquaculture. Seafood does not include post-vessel or post-farm processing.

- B.C. is one of the largest producers of farmed Atlantic salmon in the world.
- B.C. leads the nation in sales of farmed and wild salmon, halibut, rockfish, farmed oysters, tuna, hake and sea urchins.

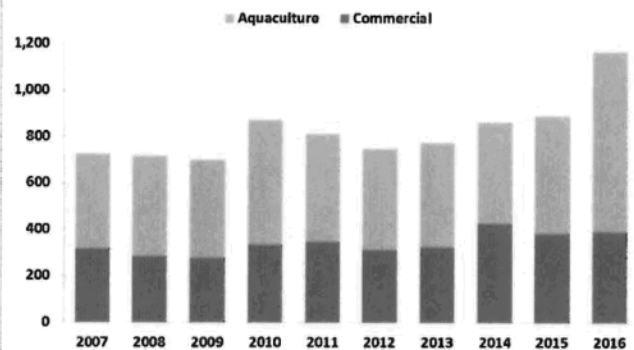
SEAFOOD KEY FACTS

- ❖ **Sales: \$1.2 billion**
 - ❖ **Harvest: 291,600 tonnes**
 - ❖ **GDP: \$415 million**
 - ❖ **Share of Provincial Total GDP: 0.2%**
 - ❖ **Exports: \$1.3 billion**
- Total sales of primary seafood production in B.C. were \$1.17 billion in landed and farm-gate value from about 100 species – an increase of 31.2 per cent above 2015.
 - Close to 2,400 vessels harvested 22.2 per cent more wild fish, shellfish and marine plants in 2016 than in 2015.
 - The 188,000-tonne commercial fishery harvest generated a total landed value of \$392.8 million – up 2.3 per cent over 2015.
 - In 2016, farmed fish, shellfish and marine plants were produced on 683 aquaculture operations.
 - The total aquaculture harvest of 103,600 tonnes was down 1.5 per cent from the previous year while the farm-gate value rose 52.9 per cent to \$776.8 million.
 - The top 10 seafood commodities in terms of sales were farmed Atlantic salmon, halibut, crabs, wild geoduck clams, wild chum salmon, farmed Pacific salmon, rockfish, wild sablefish, wild chinook salmon and herring.
 - Total estimated GDP for seafood amounted to \$415 million and accounted for 0.2 per cent of B.C.'s total GDP.

SEAFOOD PRODUCTS EXPORT PROFILE

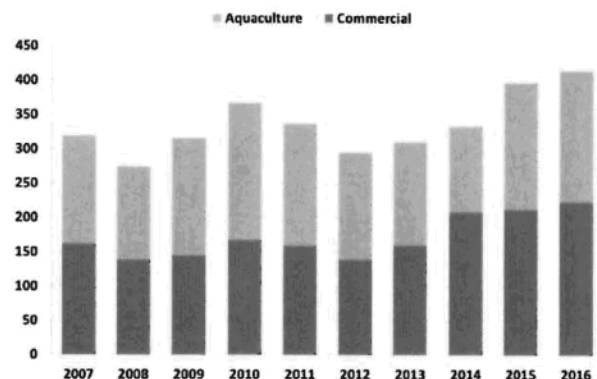
- Seafood products include primary production products and post-vessel and post-farm processed products.
- In 2016, B.C. exported \$1.3 billion in seafood products to 80 markets, an increase of 17 per cent in value from 2015.
- Top Five Seafood Export Markets: United States \$799 million (60 per cent), China \$265 million (20 per cent), Japan \$106 million (8 per cent), Ukraine \$31 million (2 per cent), and Hong Kong \$24 million (2 per cent).
- The fastest growing export markets of the top 10 markets were Ukraine (95 per cent), South Korea (61 per cent), Germany (51 per cent) and China (31 per cent).
- Top Five Seafood Exports: \$524 million in farmed Atlantic salmon; \$142 million in crabs; \$71 million in hake; \$47 million in shrimp & prawns; and \$45 million in herring.

B.C. Aquaculture & Commercial Fisheries Sales (\$ Millions)



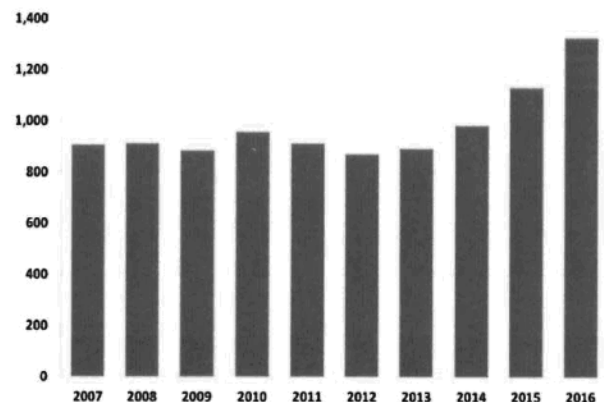
Source: BC Ministry of Agriculture, Seafood Year in Review

B.C. Aquaculture & Commercial Fisheries GDP (\$ Millions)



Source: Statistics Canada, Table 379-0030, Consim Database

B.C. Seafood Exports (\$ Millions)



Source: Statistics Canada CATSNET Analytics



2016 EXPORT HIGHLIGHTS BRITISH COLUMBIA AGRIFOOD & SEAFOOD

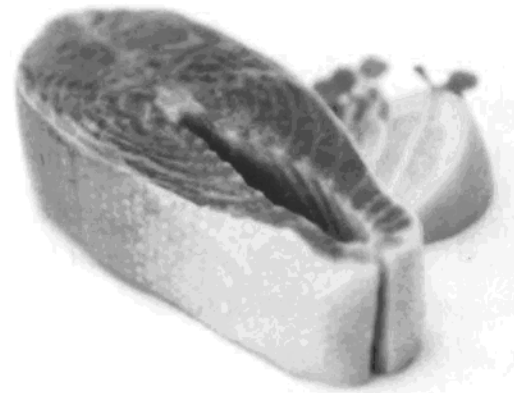


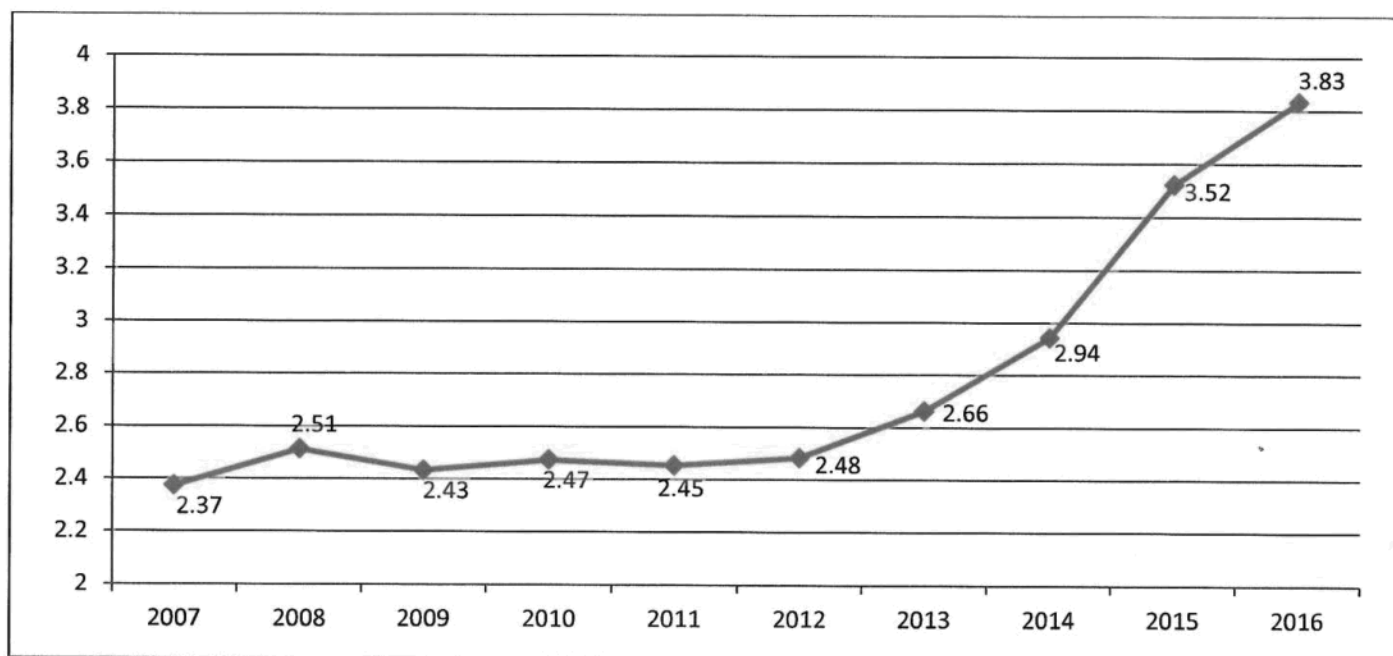
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BRITISH COLUMBIA AGRIFOOD & SEAFOOD EXPORT HIGHLIGHTS – 2016

- ❖ The value of British Columbia agrifood and seafood exports increased nine per cent in 2016. Of this, agrifood exports rose five per cent and seafood exports rose 17 per cent.
- ❖ In 2016, B.C. exported \$3.8 billion worth of agrifood and seafood products to 160 markets.
- ❖ Agrifood product shipments contributed 65 per cent and seafood shipments contributed 35 per cent to the total value of provincial agrifood and seafood exports in 2016.
- ❖ The top export commodities in 2016 were farmed Atlantic salmon valued at \$524 million and food preparations for manufacturing and natural health products valued at \$307 million.
- ❖ The United States (U.S.) was B.C.'s largest export market with a 71 per cent share in 2016 worth \$2.7 billion.
- ❖ Commodities with the greatest growth included:
 - Wild Chum up 169 per cent to \$45 million
 - Hake up 60 per cent to \$71 million
 - Herring up 29 per cent to \$45 million
- ❖ Markets showing significant growth included:
 - Ukraine up 95 per cent to \$31 million
 - Philippines up 40 per cent to \$20 million
 - Hong Kong up 31 per cent to \$55 million

TOTAL VALUE OF B.C. AGRIFOOD & SEAFOOD EXPORTS (\$ BILLIONS)



TOP B.C. AGRIFOOD & SEAFOOD EXPORTS

TOP B.C. AGRIFOOD AND SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Farmed Atlantic Salmon	\$255.0	\$411.3	\$524.2	13.7%	27.4%	U.S., Japan, China, Taiwan
2	Food Preparations for Manufacturing & Natural Health Products	\$234.8	\$293.6	\$306.8	8.0%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong, U.A.E.
3	Baked Goods and Cereal Products	\$185.8	\$230.4	\$293.3	7.6%	27.3%	U.S., Japan, China, Hong Kong
4	Blueberries	\$168.7	\$218.0	\$200.2	5.2%	-8.2%	U.S., Japan, Australia, China, Hong Kong
5	Mushrooms	\$88.1	\$131.2	\$156.4	4.1%	19.2%	U.S., Japan, Switzerland, France, Netherlands
6	Crab	\$102.0	\$116.0	\$141.5	3.7%	22.0%	China, U.S., Singapore
7	Chocolate and Cocoa Preparations	\$93.0	\$124.4	\$118.7	3.1%	-4.5%	U.S., China, Japan
8	Alfalfa, Fodder & Animal Feeds	\$84.3	\$107.7	\$116.9	3.0%	8.5%	U.S., China, South Korea
9	Plants, Bulbs & Flowers	\$81.7	\$96.7	\$106.9	2.8%	10.6%	U.S.
10	Pork Products	\$83.8	\$91.9	\$104.2	2.7%	13.4%	China, Japan, Hong Kong, Taiwan, Philippines, Chile, Singapore, U.S.
11	Peppers	\$71.5	\$89.6	\$93.2	2.4%	4.0%	U.S.
12	Cherries	\$53.8	\$91.7	\$83.3	2.2%	-9.1%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
13	Coffee & Tea	\$47.0	\$67.0	\$77.9	2.0%	16.3%	U.S., Australia, Japan, South Korea, U.K.
14	Hake	\$40.7	\$44.1	\$70.6	1.8%	60.0%	Ukraine, China, Lithuania
15	Fruit Syrups & Concentrates	\$39.6	\$55.0	\$65.4	1.7%	19.0%	U.S., Romania
16	Tomatoes	\$63.4	\$65.4	\$61.5	1.6%	-6.0%	U.S., Japan
17	Cranberries	\$29.1	\$55.5	\$56.1	1.5%	1.1%	U.S.
18	Live Bovine Animals	\$63.5	\$69.9	\$52.2	1.4%	-25.3%	U.S.
19	Shrimp & Prawns	\$48.6	\$49.9	\$46.5	1.2%	-6.8%	China, U.S., Japan
20	Herring	\$38.2	\$35.0	\$45.2	1.2%	29.0%	Japan, China, U.S., South Korea
21	Wild Chum Salmon	\$14.7	\$16.7	\$44.9	1.2%	169.3%	U.S., China, France, Spain, Portugal, Japan
22	Halibut	\$32.0	\$38.1	\$43.6	1.1%	14.5%	U.S.
23	Dairy Products	\$35.5	\$35.0	\$40.6	1.1%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Hong Kong, Singapore
24	Wheat Flour	\$38.4	\$37.1	\$38.3	1.0%	3.2%	U.S.
25	Geoduck Clams	\$47.0	\$43.5	\$38.1	1.0%	-12.6%	China, Hong Kong, Macao
All Other Agrifood and Seafood		\$903.4	\$909.6	\$907.1	23.7%	-0.3%	--
TOTAL AGRIFOOD & SEAFOOD		\$2,943.6	\$3,524.3	\$3,833.6	100.0%	8.8%	U.S., China, Japan, Hong Kong, South Korea

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. AGRIFOOD & SEAFOOD EXPORT MARKETS

- ❖ B.C.'s top 10 markets comprised 94 per cent of B.C.'s total agrifood and seafood exports in 2016.
- ❖ The U.S. alone was responsible for 71 per cent of B.C.'s agrifood and seafood exports in 2016.
- ❖ Food preparations for manufacturing and natural health products, B.C.'s second top export in 2016 at \$307 million, reached almost 80 different markets in 2016.

TOP B.C. AGRIFOOD AND SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$2,050.3	\$2,539.6	\$2,738.9	71.4%	7.8%	Farmed Atlantic Salmon, Baked Goods & Cereal Products, Food Preparations for Manufacturing & Natural Health Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Alfalfa, Fodder & Animal Feeds
2	China	\$259.5	\$343.6	\$407.2	10.6%	18.5%	Crab, Pork Products, Food Preparations for Manufacturing & Natural Health Products, Geoduck Clams, Hake, Cherries, Shrimp & Prawns, Flounder, Farmed Atlantic Salmon, Herring
3	Japan	\$187.8	\$190.4	\$207.1	5.4%	8.7%	Pork Products, Herring, Mushrooms, Blueberries, Farmed Atlantic Salmon, Shrimp & Prawns, Sea Urchin, Sablefish, Wild Chinook Salmon, Oilseeds, Baked Goods & Cereal Products
4	South Korea	\$33.5	\$54.3	\$63.6	1.7%	17.2%	Food Preparations for Manufacturing & Natural Health Products, Alfalfa, Fodder & Animal Feeds, Oilseeds, Shrimp & Prawns, Oil & Oilcakes, Herring, Sea Urchin
5	Hong Kong	\$62.8	\$41.9	\$54.9	1.4%	30.9%	Sea Cucumber, Pork Products, Cherries, Food Preparations for Manufacturing & Natural Health Products, Geoduck Clams, Sea Urchin, Eggs, Dairy Products, Baked Goods & Cereal Products
6	Taiwan	\$42.4	\$40.3	\$39.6	1.0%	-1.8%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Farmed Atlantic Salmon, Pork Products, Water, Sea Urchin, Poultry Products
7	Ukraine	\$10.3	\$16.1	\$31.4	0.8%	94.9%	Hake, Pollock, Sablefish
8	Australia	\$23.8	\$24.9	\$30.5	0.8%	22.6%	Food Preparations for Manufacturing & Natural Health Products, Blueberries, Coffee, Dairy Products, Wild Sockeye Salmon, Wild Pink Salmon
9	United Kingdom	\$20.7	\$26.2	\$21.2	0.6%	-19.0%	Food Preparations for Manufacturing & Natural Health Products, Wild Sockeye Salmon, Cherries, Oil & Oilcakes, Coffee & Tea, Sablefish
10	Philippines	\$15.3	\$14.1	\$19.7	0.5%	39.8%	Poultry Products, Pork Products, Food Preparations for Manufacturing & Natural Health Products
All Other Export Markets		\$237.2	\$232.9	\$219.5	5.8%	-5.7%	--
WORLD		\$2,943.6	\$3,524.3	\$3,833.6	100.0%	8.8%	Farmed Atlantic Salmon, Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Crab, Chocolate & Cocoa Preparations, Alfalfa, Fodder & Animal Feeds, Plants, Bulbs & Flowers, Pork Products, Peppers

Source: Statistics Canada, CATSNET Analytics (February 2017)

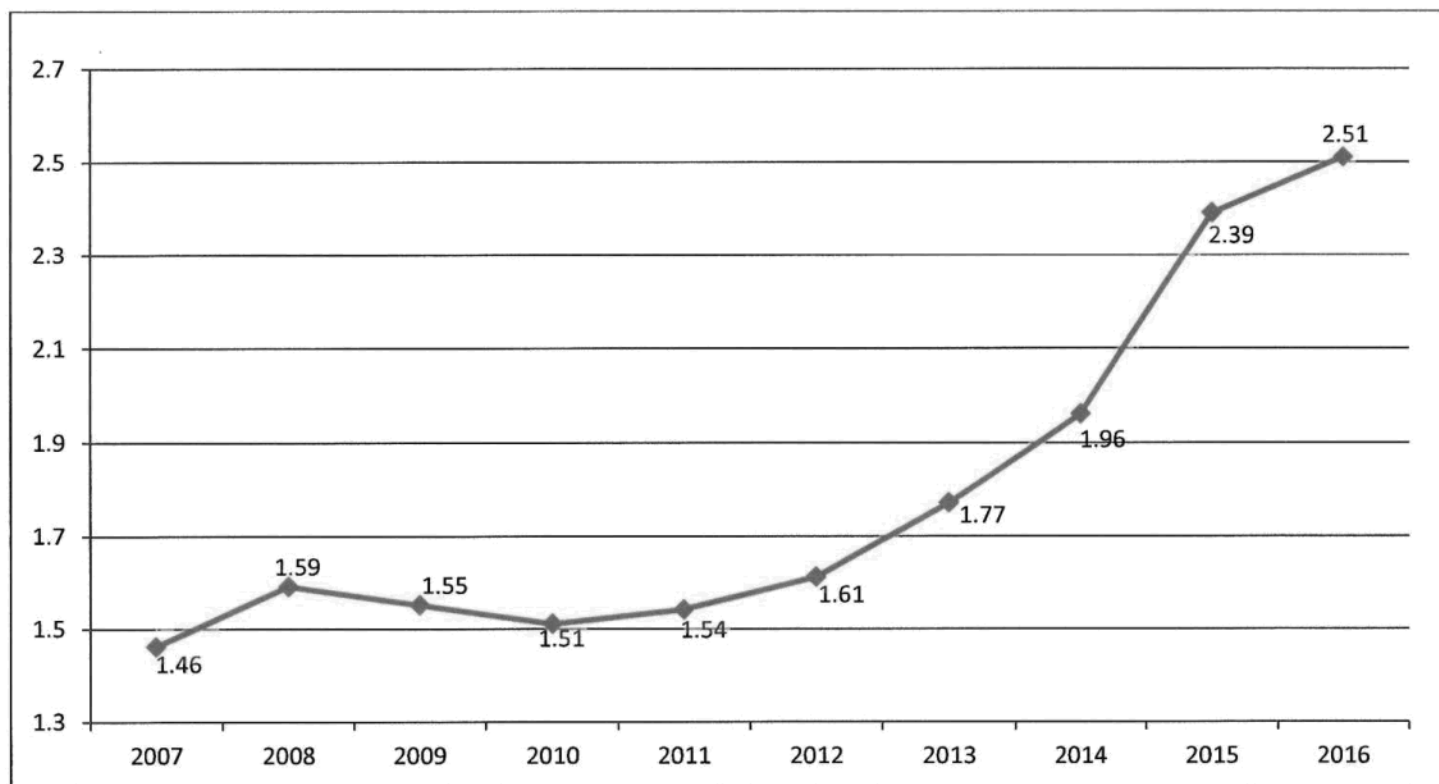
2016 BRITISH COLUMBIA AGRIFOOD EXPORT HIGHLIGHTS



B.C. AGRIFOOD EXPORT HIGHLIGHTS – 2016

- ❖ B.C. exported \$2.5 billion worth of agrifood products to 147 different markets in 2016, an increase of five per cent over 2015.
- ❖ Ninety per cent of the export value was generated by B.C.'s top five markets: U.S., China, Japan, South Korea and Hong Kong.
- ❖ Exports of fruit and nut products decreased by one per cent in 2016, falling from \$508 million to \$505 million.
- ❖ Exports of vegetable products increased by nine per cent in 2016, rising from \$331 million to \$362 million.
- ❖ Exports of animals and animal products decreased by two per cent in 2016, falling from \$276 million to \$271 million.
- ❖ Exports of beverages fell by 19 per cent in 2016, decreasing from \$98 million to \$79 million.
- ❖ Exports of other agrifood products grew by nine per cent in 2016, rising from \$1.2 billion to \$1.3 billion.

TOTAL VALUE OF B.C. AGRIFOOD EXPORTS (\$ BILLIONS)



TOP B.C. AGRIFOOD EXPORTS

TOP B.C. AGRIFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Food Preparations for Manufacturing & Natural Health Products	\$234.8	\$293.6	\$306.8	12.2%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong, U.A.E.
2	Baked Goods & Cereal Products	\$185.8	\$230.4	\$293.3	11.7%	27.3%	U.S., Japan, China, Hong Kong
3	Blueberries	\$168.7	\$218.0	\$200.2	8.0%	-8.2%	U.S., Japan, Australia, China, Hong Kong
4	Mushrooms	\$88.1	\$131.2	\$156.4	6.2%	19.2%	U.S., Japan, Switzerland, France, Netherlands
5	Chocolate & Cocoa Preparations	\$93.0	\$124.4	\$118.7	4.7%	-4.5%	U.S., China, Japan
6	Alfalfa, Fodder & Animal Feeds	\$84.3	\$107.7	\$116.9	4.7%	8.5%	U.S., China, South Korea
7	Plants, Bulbs & Flowers	\$81.7	\$96.7	\$106.9	4.3%	10.6%	U.S.
8	Pork Products	\$83.8	\$91.9	\$104.2	4.2%	13.4%	China, Japan, Hong Kong, Taiwan, Philippines, Chile, Singapore, U.S.
9	Peppers	\$71.5	\$89.6	\$93.2	3.7%	4.0%	U.S.
10	Cherries	\$53.8	\$91.7	\$83.3	3.3%	-9.2%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
11	Coffee & Tea	\$47.0	\$67.0	\$77.9	3.1%	16.3%	U.S., Australia, Japan, South Korea, U.K.
12	Fruit Syrups & Concentrates	\$39.6	\$55.0	\$65.4	2.6%	19.0%	U.S., Romania
13	Tomatoes	\$63.4	\$65.4	\$61.5	2.5%	-6.0%	U.S., Japan
14	Cranberries	\$29.1	\$55.5	\$56.1	2.2%	1.1%	U.S.
15	Live Bovine Animals	\$63.5	\$69.9	\$52.2	2.1%	-25.3%	U.S.
16	Dairy Products	\$35.5	\$35.0	\$40.6	1.6%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Hong Kong, Singapore
17	Wheat Flour	\$38.4	\$37.1	\$38.3	1.5%	3.2%	U.S.
18	Water	\$36.0	\$49.9	\$35.1	1.4%	-29.8%	U.S., China, Japan, Taiwan
19	Sugar & Sugar Confectionary	\$22.7	\$26.7	\$29.9	1.2%	12.1%	U.S., Costa Rica
20	Poultry Products	\$38.9	\$25.1	\$28.6	1.1%	14.1%	Philippines, U.S., Taiwan
21	Oilseeds	\$26.5	\$21.9	\$24.2	1.0%	10.2%	China, Japan, U.S., Mexico, South Korea, Pakistan, U.A.E.
22	Oil & Oilcakes	\$9.3	\$16.7	\$23.2	0.9%	38.8%	U.S., U.K., South Korea, China
23	Ground Nuts	\$1.8	\$5.3	\$22.8	0.9%	330.8%	U.S.
24	Fruit & Vegetable Juice	\$22.5	\$24.9	\$22.4	0.9%	-9.8%	U.S.
25	Apples	\$19.3	\$20.5	\$20.9	0.8%	1.7%	U.S., Vietnam
All Other Agrifood Products		\$323.4	\$343.0	\$328.9	-4.1%	13.1%	--
TOTAL AGRIFOOD PRODUCTS		\$1,962.4	\$2,394.1	\$2,507.9	100.0%	4.8%	U.S., China, Japan, South Korea, Hong Kong, Taiwan, Australia

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. AGRIFOOD EXPORT MARKETS

- ❖ At \$1.9 billion, exports to the U.S. comprised 77 per cent of B.C.'s total agrifood exports in 2016.
- ❖ Australia was B.C.'s fastest growing top market for agrifood products in 2016, rising by 39 per cent from \$19 million in 2015 to \$26 million in 2016.
- ❖ The United Kingdom became a top 10 market for B.C. agrifood with an increase in exports of food preparations for manufacturing and natural health products, from \$1 million in 2015 to \$6 million in 2016.

TOP B.C. AGRIFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

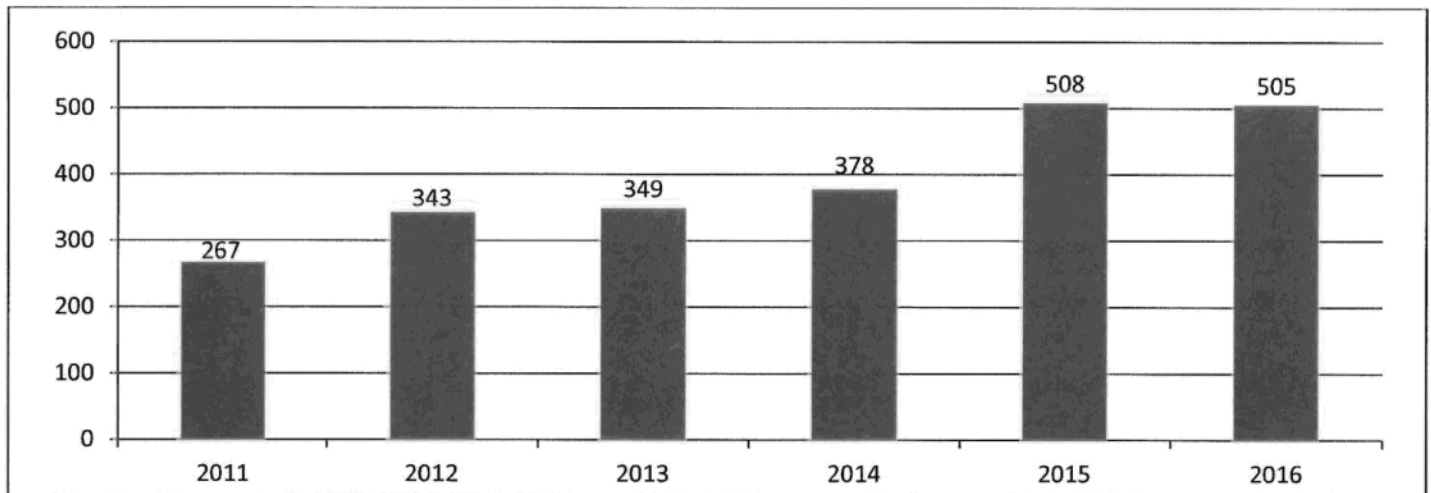
RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$1,508.3	\$1,844.7	\$1,940.3	77.4%	5.2%	Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Alfalfa, Fodder & Animal Feeds, Peppers, Fruit Syrups & Concentrates, Tomatoes, Cranberries, Malt
2	China	\$80.9	\$140.8	\$141.9	5.7%	0.8%	Pork Products, Food Preparations for Manufacturing & Natural Health Products, Cherries, Oilseeds, Water, Wine, Alfalfa, Fodder & Animal Feeds, Blueberries, Chocolate & Cocoa Preparations
3	Japan	\$79.6	\$103.3	\$100.8	4.0%	-2.5%	Pork Products, Mushrooms, Blueberries, Oilseeds, Baked Goods & Cereal Products, Condiments, Sauces, Seasonings & Soups, Coffee, Water, Wheat, Malt
4	South Korea	\$29.3	\$48.0	\$53.6	2.1%	11.6%	Food Preparations for Manufacturing & Natural Health Products, Coffee, Alfalfa, Fodder & Animal Feeds, Oilseeds, Hemp Seeds, Peptones/Hide Powder/Protein Derivatives, Pork Products
5	Hong Kong	\$31.4	\$24.6	\$31.2	1.2%	26.5%	Pork Products, Cherries, Food Preparations for Manufacturing & Natural Health Products, Eggs, Dairy Products, Blueberries
6	Taiwan	\$35.2	\$30.3	\$29.6	1.2%	-2.1%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Pork Products, Wine, Water, Poultry Products
7	Australia	\$17.3	\$18.9	\$26.3	1.0%	39.1%	Food Preparations for Manufacturing & Natural Health Products, Blueberries, Coffee, Dairy Products
8	Philippines	\$15.2	\$13.9	\$19.2	0.8%	37.8%	Poultry Products, Pork Products, Food Preparations for Manufacturing & Natural Health Products, Condiments, Sauces, Seasonings & Soups
9	Vietnam	\$8.8	\$12.5	\$16.6	0.7%	32.9%	Apples, Cherries, Food Preparations for Manufacturing & Natural Health Products, Distilled Spirits, Poultry Products
10	United Kingdom	\$7.9	\$9.4	\$12.1	0.5%	28.1%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Oil & Oilcakes, Coffee
All Other Export Markets		\$148.5	\$147.7	\$136.3	5.4%	-7.6%	--
WORLD		\$1,962.4	\$2,394.1	\$2,507.9	100.0%	4.8%	Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Alfalfa, Fodder & Animal Feeds, Plants, Bulbs & Flowers, Pork Products, Peppers

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – FRUIT & NUT PRODUCTS

- ❖ Despite decreasing in value from \$218 million in 2015 to \$200 million in 2016, blueberries remained B.C.'s top fruit and nut export in 2016, and B.C.'s fourth largest agrifood and seafood export overall.
- ❖ In 2016, exports of cranberries went almost exclusively to the U.S., with \$55 million being exported there.
- ❖ Cherries were one of B.C.'s most diverse fruit and nut exports, reaching 22 markets in 2016.

TOTAL VALUE OF FRUIT AND NUT PRODUCT EXPORTS (\$ MILLIONS)



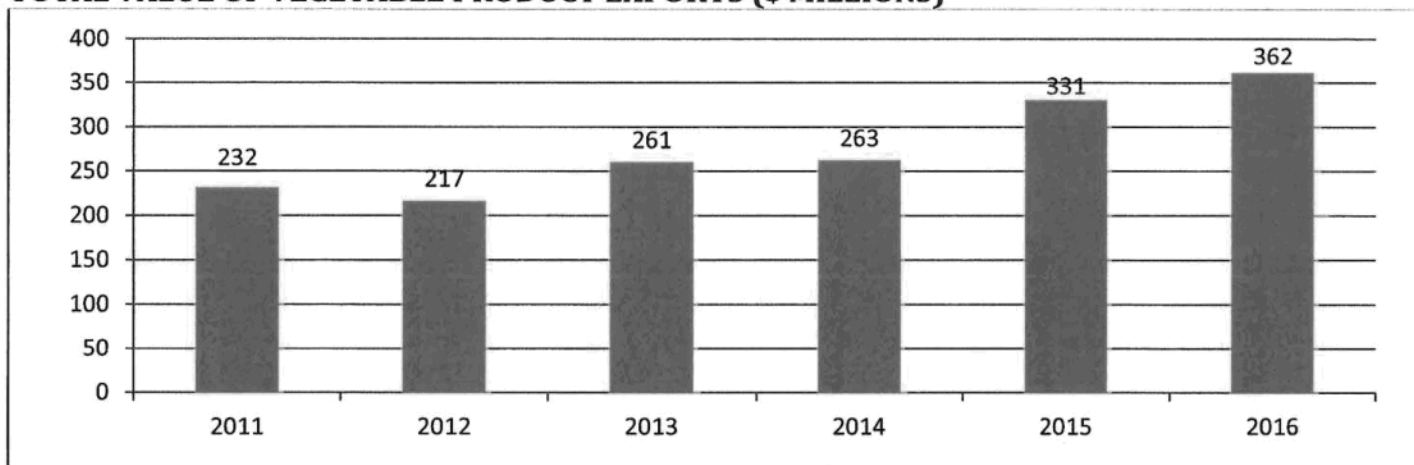
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Blueberries	\$168,678,947	\$218,049,842	\$200,195,726	39.7%	-8.2%	U.S., Japan, Australia, China, Hong Kong
Cherries	\$53,815,468	\$91,673,304	\$83,288,832	16.5%	-9.1%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
Cranberries	\$29,148,301	\$55,541,715	\$56,125,414	11.1%	1.1%	U.S.
Ground Nuts	\$1,766,318	\$5,297,000	\$22,818,066	4.5%	330.8%	U.S.
Apples	\$19,340,483	\$20,508,980	\$20,865,870	4.1%	1.7%	U.S., Vietnam
Raspberries	\$14,526,069	\$13,464,302	\$12,039,017	2.4%	-10.6%	U.S.
Fruit Jellies, Jams & Purees	\$10,007,454	\$8,528,201	\$4,012,357	0.8%	-53.0%	U.S., China
Strawberries	\$3,054,118	\$2,083,036	\$1,182,214	0.2%	-43.2%	U.S.
Pears & Quinces	\$12,277	\$87,466	\$520,389	0.1%	495.0%	U.S.
Almonds	\$12,460	\$1,255,110	\$148,353	-0.0%	-88.2	Philippines
Pineapples	\$33,426	\$72,319	\$84,100	0.0%	16.3%	U.S.
Hazelnuts	\$411,552	\$298,010	\$40,723	0.0%	-86.3%	U.S.
Peaches & Nectarines	\$49,253	\$565	\$7,999	0.0%	1,315.8%	Hong Kong, Australia
Melons	\$0	\$0	\$7,726	0.0%	100.0%	U.S.
Grapes	\$7,714	\$4,744	\$1,552	0.0%	-51.0%	Hong Kong
Other Fruit & Nut Products	\$76,664,687	\$91,558,182	\$103,345,556	20.5%	12.9%	--
TOTAL FRUIT & NUT PRODUCTS	\$377,528,527	\$508,422,776	\$504,683,894	100.0%	-0.7%	U.S., China, Japan, Hong Kong, Taiwan

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – VEGETABLE PRODUCTS

- ❖ Mushrooms were not only B.C.'s top vegetable export in 2016 with a \$156 million value, they were also one of its fastest growing, rising by 19 per cent from \$131 million in 2015.
- ❖ B.C. exported over 70 different types of vegetable products in 2016.
- ❖ The U.S. was the top market for almost every vegetable product in 2016.

TOTAL VALUE OF VEGETABLE PRODUCT EXPORTS (\$ MILLIONS)



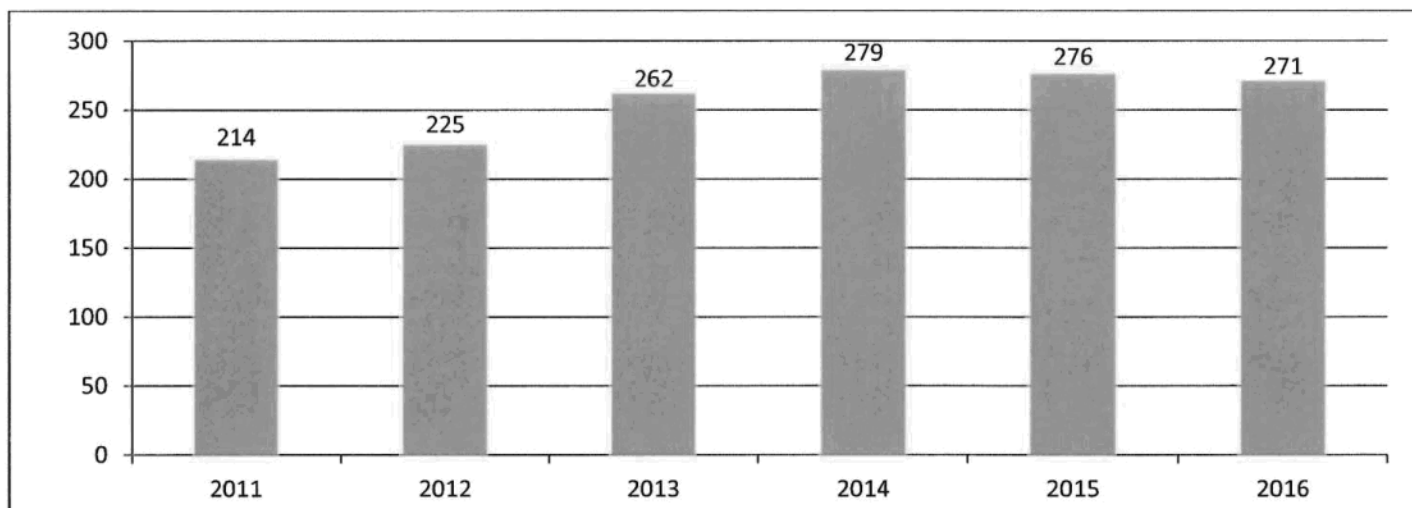
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Mushrooms	\$88,131,659	\$131,200,629	\$156,408,149	43.2%	19.2%	U.S., Japan, Switzerland, France, Netherlands
Peppers	\$71,495,397	\$89,637,411	\$93,204,299	25.8%	4.0%	U.S.
Tomatoes	\$63,439,675	\$65,376,890	\$61,481,429	17.0%	-6.0%	U.S., Japan
Cucumbers & Gherkins	\$11,991,004	\$12,313,471	\$16,339,692	4.5%	32.7%	U.S.
Potatoes	\$8,040,458	\$10,642,444	\$10,607,692	2.9%	-0.3%	U.S.
Chickpeas	\$266,870	\$3,545,480	\$3,914,864	1.1%	10.4%	Pakistan, India
Beans	\$5,044,421	\$1,763,724	\$2,569,160	0.7%	45.7%	U.S., Egypt
Lettuce	\$1,970,454	\$2,762,028	\$2,407,528	0.7%	-12.8%	U.S.
Peas	\$3,340,838	\$3,826,843	\$2,287,127	0.6%	-40.2%	U.S., China
Eggplant	\$920,985	\$1,245,832	\$1,410,743	0.4%	13.2%	U.S.
Beetroot/Radishes	\$762,974	\$667,759	\$775,607	0.2%	16.2%	China, India, Taiwan
Vegetable Seeds for Sowing	\$1,070,707	\$802,507	\$712,220	0.2%	-11.3%	India, U.S.
Brussels Sprouts	\$188,274	\$655,995	\$595,570	0.2%	-9.2%	U.S.
Carrots	\$184,351	\$475,986	\$354,554	0.1%	-25.5%	U.S.
Corn	\$380,304	\$244,262	\$242,827	0.1%	-0.6%	U.S.
Asparagus	\$0	\$9,181	\$68,618	0.0%	647.4%	U.S.
Turnips	\$9,212	\$47,097	\$47,597	0.0%	1.1%	U.S.
Spinach	\$81,341	\$49,171	\$30,336	0.0%	-38.3%	U.S.
Onions & Shallots	\$22,808	\$73,299	\$11,891	0.0%	-83.8%	U.S.
Pumpkins, Squashes, & Gourds	\$188	\$20,578	\$1,064	0.0%	-94.8%	Singapore
Other Vegetable Products	\$6,123,784	\$5,462,253	\$8,452,433	2.3%	54.7%	--
TOTAL VEGETABLE PRODUCTS	\$263,465,704	\$330,822,840	\$361,923,400	100.0%	9.4%	U.S., Japan, China, France, Switzerland

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – ANIMALS & ANIMAL PRODUCTS

- ❖ Exports of beef products were B.C.'s fastest growing animal product export in 2016, increasing by 60 per cent from \$3 million in 2015 to \$5 million in 2016.
- ❖ Pork products were B.C.'s top animal product export and have grown in value every year since 2014.
- ❖ Exports of live bovine animals, including cattle, buffalo and bison, went exclusively to the U.S. in 2016.
- ❖ B.C. exported dairy products to 29 different markets in 2016, also increasing its total value by 16 per cent from \$35 million in 2015 to \$41 million in 2016.

TOTAL VALUE OF ANIMAL PRODUCT EXPORTS (\$ MILLIONS)



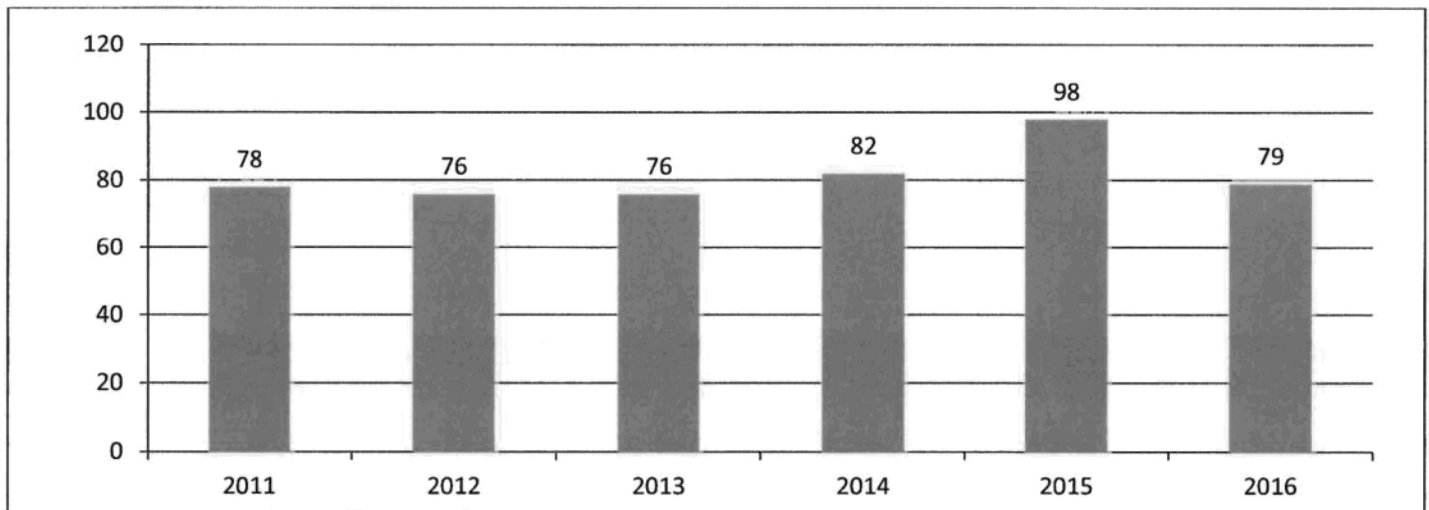
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Pork Products	\$83,798,271	\$91,928,182	\$104,213,899	38.4%	13.4%	Japan, China, Taiwan
Live Bovine Animals	\$63,517,895	\$69,894,907	\$52,214,733	19.2%	-25.3%	U.S.
Dairy Products	\$35,481,496	\$34,972,081	\$40,644,452	15.0%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Singapore, Hong Kong
Poultry Products	\$38,924,205	\$25,072,608	\$28,611,782	10.5%	14.1%	Philippines, U.S., Taiwan
Furskins	\$21,264,165	\$19,604,789	\$11,747,684	4.3%	-40.1%	U.S.
Live Horses	\$9,772,065	\$8,350,577	\$8,869,911	3.3%	6.2%	U.S.
Sausages & Similar Products	\$4,206,846	\$3,897,134	\$4,375,669	1.6%	12.3%	U.S.
Beef Products	\$2,651,598	\$3,385,272	\$5,409,889	2.0%	59.8%	U.S., Philippines, Malaysia, Japan, Colombia
Eggs	\$3,663,660	\$3,704,003	\$3,757,238	1.4%	1.4%	U.S., Hong Kong
Raw Hides & Skins	\$3,297,626	\$2,090,771	\$1,882,693	0.7%	-10.0%	U.S.
Animal Fats	\$3,070,445	\$2,992,392	\$1,556,340	0.6%	-48.0%	Japan, Taiwan, U.S.
Honey	\$1,759,237	\$1,747,935	\$1,489,636	0.5%	-14.8%	China
Live Poultry	\$1,429,799	\$652,269	\$66,764	0.0%	-89.8%	U.S.
Live Swine	\$0	\$58,024	\$48,071	0.0%	-17.2%	U.S.
Other Livestock & Animal Products	\$6,493,133	\$7,588,969	\$6,607,591	2.4%	-12.9%	--
TOTAL ANIMALS & ANIMAL PRODUCTS	\$279,330,441	\$275,939,913	\$271,496,352	100.0%	-1.6%	U.S., China, Japan, Taiwan, Philippines, Hong Kong

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – BEVERAGES

- ❖ B.C.'s exports of beverages fell by 9 per cent in 2016, with decreases in exports of water (down 30 per cent), fruit and vegetable juice (down 10 per cent), and beer and cider (down 44 per cent).
- ❖ Exports of wine, other non-alcoholic beverages, and distilled spirits all increased in 2016, with the increase in exports of distilled spirits being the most dramatic, rising by 645 per cent from \$208 thousand in 2015 to \$1.5 million in 2016.
- ❖ Of fruit and vegetable juice exports, cranberry juice had the highest value at \$9 million in 2016.

TOTAL VALUE OF BEVERAGE EXPORTS (\$ MILLIONS)



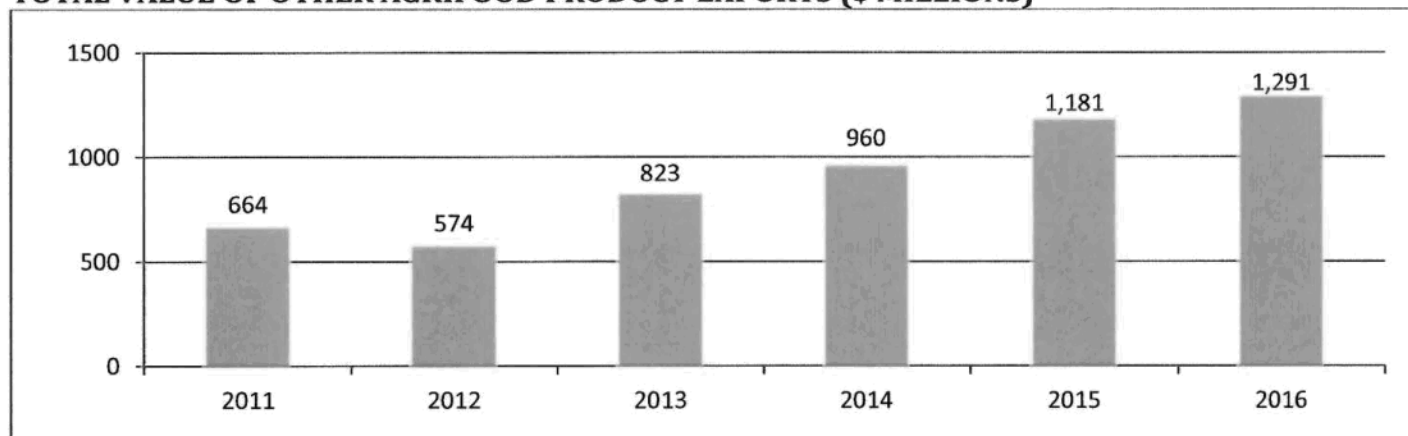
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Water	\$35,954,583	\$49,918,609	\$35,065,607	44.5%	-29.8%	U.S., China, Japan, Taiwan
Fruit & Vegetable Juice	\$22,451,227	\$24,870,751	\$22,435,645	28.5%	-9.8%	U.S.
Wine	\$8,302,653	\$9,297,357	\$9,708,427	12.3%	4.4%	China, Taiwan, U.S.
Beer & Cider	\$14,501,124	\$11,718,931	\$6,610,758	8.4%	-43.6%	U.S.
Other Non-Alcoholic Beverages	\$447,040	\$1,868,846	\$3,475,599	4.4%	86.0%	U.S.
Distilled Spirits	\$424,009	\$208,344	\$1,552,555	2.0%	645.2%	Vietnam, Mexico
TOTAL BEVERAGES	\$82,080,636	\$97,882,838	\$78,848,591	100.0%	-19.4%	U.S., China

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – OTHER AGRIFOOD PRODUCTS

- ❖ Food preparations for manufacturing and natural health products were B.C.'s largest agrifood export in 2016 at \$307 million—a five per cent increase over the \$294 million recorded in 2015.
- ❖ Many of the top export products in the “Other Agrifood” category, including chocolate and cocoa preparations, and coffee and tea, are significant contributors to B.C.'s food and beverage processing sector.

TOTAL VALUE OF OTHER AGRIFOOD PRODUCT EXPORTS (\$ MILLIONS)



PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Food Preparations for Manufacturing & Natural Health Products	\$234,829,732	\$293,600,506	\$306,821,767	23.8%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong
Baked Goods & Cereal Products	\$185,831,633	\$230,372,127	\$293,270,834	22.7%	27.3%	U.S., Japan, China, Hong Kong
Chocolate & Cocoa Preparations	\$92,982,203	\$124,375,820	\$118,730,173	9.2%	-4.5%	U.S., China, Japan
Alfalfa, Fodder & Animal Feeds	\$84,259,171	\$107,696,685	\$116,895,209	9.1%	8.5%	U.S., China, South Korea
Plants, Bulbs & Flowers	\$81,713,979	\$96,721,267	\$106,945,686	8.3%	10.6%	U.S.
Coffee & Tea	\$46,966,067	\$66,964,096	\$77,850,658	6.0%	16.3%	U.S., Australia, Japan, South Korea, U.K.
Fruit Syrups & Beverage Concentrates	\$39,564,174	\$54,962,252	\$65,394,418	5.1%	19.0%	U.S., Romania
Milled Cereals & Milling Products	\$57,351,439	\$56,919,775	\$56,273,588	4.4%	-1.1%	U.S., Japan
Grains & Cereals	\$43,990,527	\$40,646,167	\$32,003,514	2.5%	-21.3%	U.S., China, Japan, Colombia, Indonesia
Sugar & Sugar Confectionary	\$22,655,420	\$26,684,498	\$29,904,041	2.3%	12.1%	U.S., Costa Rica
Oilseeds	\$26,518,683	\$21,938,219	\$24,170,182	1.9%	10.2%	China, Japan, U.S., Mexico, South Korea, Pakistan
Oil & Oilcakes	\$9,256,396	\$16,742,010	\$23,242,066	1.8%	38.8%	U.S., U.K., South Korea
Industrial By-Products & Residues	\$11,544,536	\$12,789,777	\$11,617,876	0.9%	-9.2%	U.S., Singapore
Condiments, Sauces, Seasonings & Soups	\$3,861,784	\$4,261,836	\$8,244,711	0.6%	93.5%	Japan, U.S.
Seeds for Sowing	\$1,721,746	\$1,967,640	\$1,644,754	0.1%	-16.4%	U.S.
Essential Oils	\$878,946	\$1,586,764	\$1,442,777	0.1%	0.1%	U.S.
Tobacco	\$2,590,646	\$4,348,888	\$802,306	0.1%	-81.6%	Singapore
Ice Cream & Edible Ice Products	\$214,577	\$141,182	\$140,134	0.0%	-0.7%	U.S., China
<i>Other Agrifood Products</i>	\$13,231,461	\$18,315,582	\$15,545,448	1.2%	-15.1%	--
TOTAL OTHER AGRIFOOD PRODUCTS	\$959,963,120	\$1,181,035,091	\$1,290,940,142	100.0%	9.3%	U.S., China, Japan, South Korea

Source: Statistics Canada, CATSNET Analytics (February 2017)

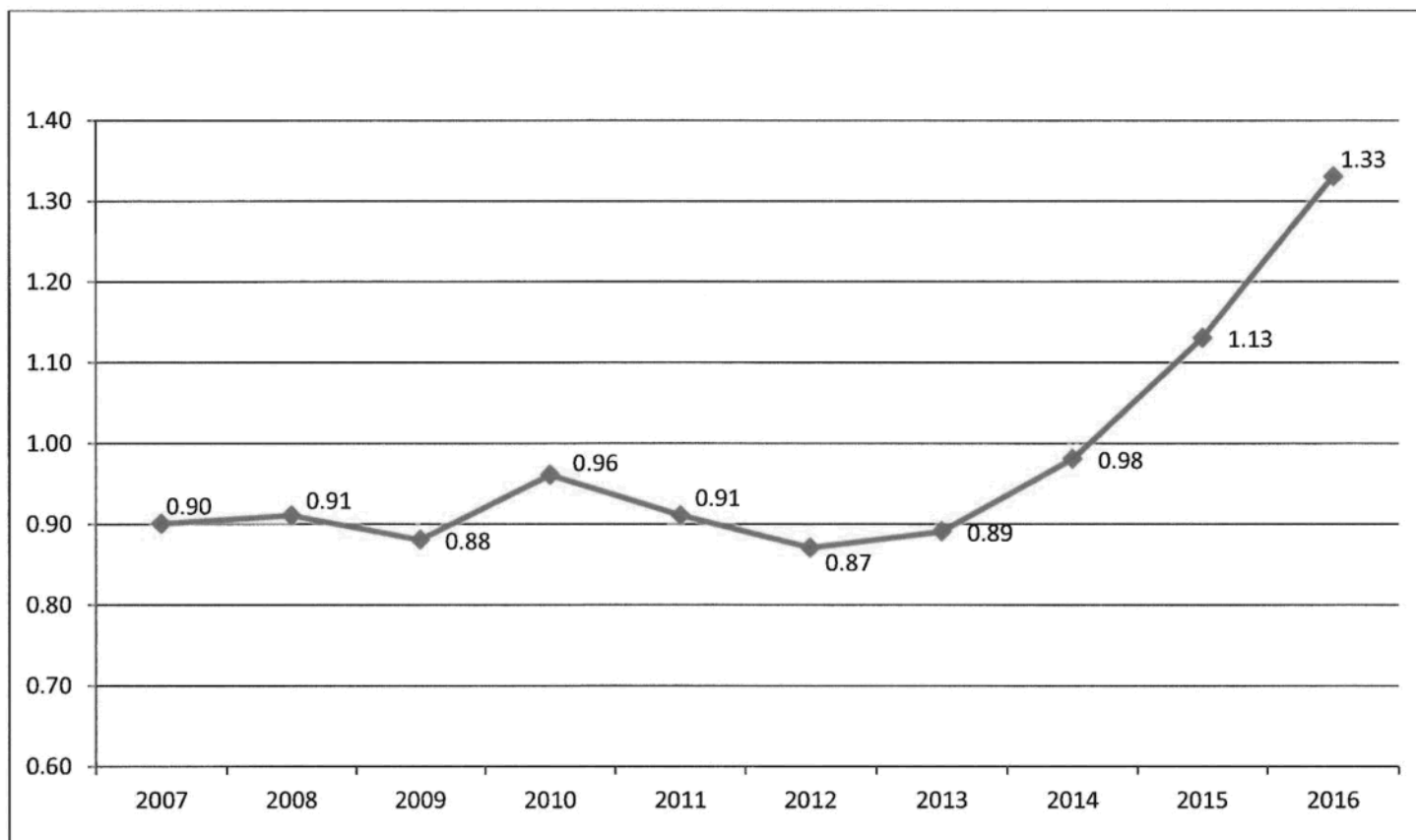
2016 BRITISH COLUMBIA SEAFOOD EXPORT HIGHLIGHTS



B.C. SEAFOOD EXPORT HIGHLIGHTS – 2016

- ❖ B.C. exported \$1.3 billion worth of seafood products to 80 different markets in 2016, an increase of 17 per cent from 2015.
- ❖ Ninety-two per cent of B.C.'s total seafood export value was generated by its top five markets: U.S., China, Japan, Ukraine and Hong Kong.
- ❖ Exports to the U.S. increased by 15 per cent in 2016, from \$695 million in 2015 to \$799 million in 2016.
- ❖ Exports of salmon and trout products reached \$720 million in 2016, an increase of 25 per cent from \$578 million in 2015.
- ❖ Exports of groundfish products increased by 17 per cent, rising from \$155 million in 2015 to \$180 million in 2016.
- ❖ Invertebrate and marine plant exports rose to \$295 million in 2016, an eight per cent increase over the \$273 million export value in 2015.
- ❖ Exports in the "other seafood products and species" category increased by six per cent, rising from \$124 million in 2015 to \$131 million in 2016.

TOTAL VALUE OF B.C. SEAFOOD EXPORTS (\$ BILLIONS)



TOP B.C. SEAFOOD EXPORTS

TOP B.C. SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Farmed Atlantic Salmon	\$255.0	\$411.3	\$524.2	39.5%	27.4%	U.S., Japan, China, Taiwan
2	Crab	\$102.0	\$116.0	\$141.5	10.7%	22.0%	China, U.S., Singapore
3	Hake	\$40.7	\$44.1	\$70.6	5.3%	60.0%	Ukraine, China, Lithuania
4	Shrimp & Prawns	\$48.6	\$49.9	\$46.5	3.5%	-6.8%	China, U.S., Japan
5	Herring	\$38.2	\$35.0	\$45.2	3.4%	29.0%	Japan, China, U.S., South Korea
6	Wild Chum Salmon	\$14.7	\$16.7	\$44.9	3.4%	169.3%	U.S., China, France, Spain, Portugal, Japan
7	Halibut	\$32.0	\$38.1	\$43.6	3.3%	14.5%	U.S.
8	Geoduck Clams	\$47.0	\$43.5	\$38.1	2.9%	-12.6%	China, Hong Kong, Macao
9	Tuna	\$25.2	\$31.0	\$28.2	2.1%	-9.0%	U.S., China
10	Wild Sockeye Salmon	\$90.0	\$38.2	\$28.1	2.1%	-26.4%	U.S., U.K., Japan, Australia
11	Wild Chinook Salmon	\$21.0	\$24.7	\$27.4	2.1%	11.3%	U.S., Japan
12	Sea Urchins	\$15.5	\$19.9	\$20.6	1.6%	3.6%	Japan, Hong Kong, Taiwan, South Korea, China, U.S.
13	Farmed Chinook Salmon	\$18.7	\$17.3	\$20.0	1.5%	15.6%	U.S., Japan
14	Oysters	\$15.4	\$16.7	\$18.2	1.4%	8.8%	U.S., Singapore
15	Flounder	\$10.3	\$14.4	\$17.2	1.3%	18.5%	China, Japan, U.S.
16	Sablefish	\$12.2	\$20.3	\$14.8	1.1%	-26.9%	Japan, U.S., U.K., Hong Kong
17	Sea Cucumber	\$10.0	\$8.4	\$12.4	0.9%	47.4%	Hong Kong, China, U.S.
18	Wild Pink Salmon	\$28.0	\$14.0	\$12.1	0.9%	-13.2%	China, Thailand, Belgium, Australia, U.S.
19	Clams	\$10.8	\$10.6	\$9.4	0.7%	-11.6%	U.S., China
20	Wild Coho Salmon	\$4.8	\$6.0	\$7.5	0.6%	24.0%	U.S., Belgium
21	Flour, Meal & Pellets	\$2.9	\$4.2	\$3.4	0.3%	-18.3%	U.S.
22	Cod	\$2.4	\$3.9	\$3.1	0.2%	-18.9%	U.S., Japan, China
23	Mussels	\$0.2	\$1.5	\$2.4	0.2%	59.1%	U.S., Japan
24	Sole	\$2.0	\$2.2	\$2.3	0.2%	5.9%	China, U.S.
25	Pollock	\$5.8	\$3.8	\$2.3	0.2%	-39.5%	China, South Korea, Ukraine, U.S.
All Other Seafood Products		\$127.8	\$138.5	\$141.7	10.7%	2.3%	--
TOTAL SEAFOOD PRODUCTS		\$981.2	\$1,130.2	\$1,325.7	100.0%	17.3%	U.S., China, Japan, Ukraine

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. SEAFOOD EXPORT MARKETS

- ❖ Ukraine was B.C.'s fastest growing market in the top 10, almost exclusively due to exports of hake increasing by 89 per cent to \$30 million in 2016, up from \$16 million in 2015.
- ❖ The increase in exports to the U.S. was largely due to exports of farmed Atlantic salmon, which rose to \$487 million in 2016, a 25 per cent increase from the \$390 million value in 2015.
- ❖ Significant export growth to China occurred in crab, which rose 37 per cent from \$98 million in 2015 to \$134 million in 2016, and hake, which increased 61 per cent from \$15 million in 2015 to \$24 million in 2016.
- ❖ Exports of herring to Japan rose 48 per cent in 2016, from \$19 million in 2015 to \$28 million in 2016. Farmed Atlantic salmon to Japan also rose to \$16 million in 2016, a 135 per cent increase from \$7 million in 2015.

TOP B.C. SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

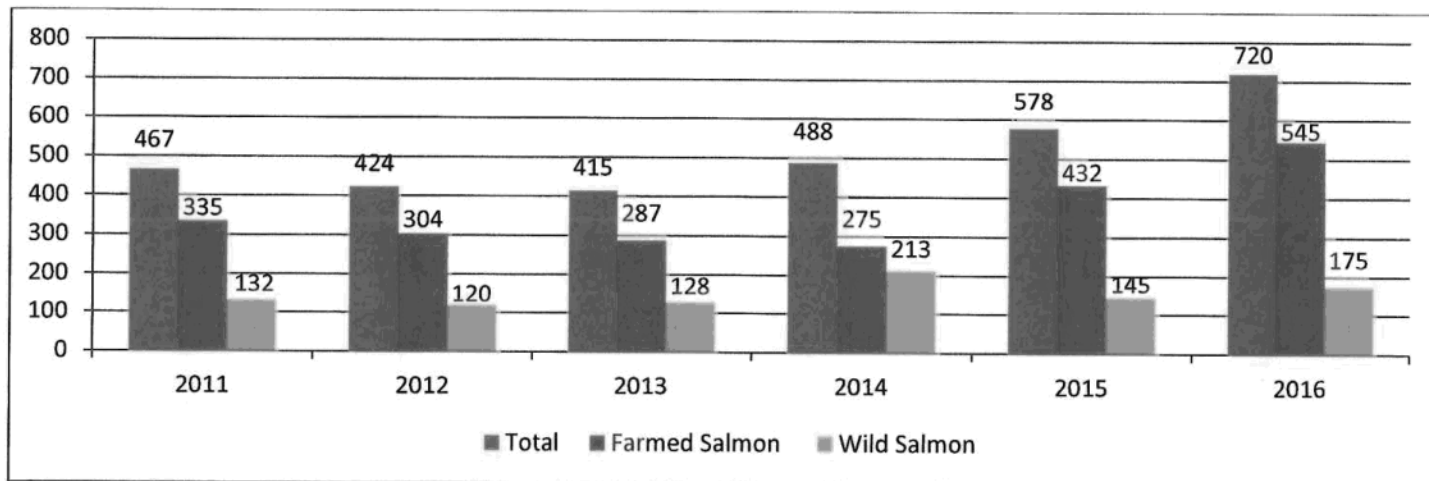
RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$542.0	\$694.9	\$798.6	60.2%	14.9%	Farmed Atlantic Salmon, Halibut, Tuna, Wild Chinook Salmon, Farmed Chinook Salmon, Oysters, Wild Sockeye Salmon, Shrimp & Prawns, Wild Chum Salmon, Clams, Wild Coho Salmon, Crabs, Mussels, Wild Pink Salmon
2	China	\$178.6	\$202.8	\$265.3	20.0%	30.8%	Crabs, Geoduck Clams, Hake, Shrimp & Prawns, Flounder, Atlantic Salmon, Herring, Wild Chum Salmon, Wild Pink Salmon, Sea Cucumber, Sole
3	Japan	\$108.2	\$87.1	\$106.3	8.0%	22.0%	Herring, Farmed Atlantic Salmon, Shrimp & Prawns, Sea Urchin, Sablefish, Wild Chinook Salmon, Wild Sockeye Salmon, Wild Chum Salmon, Cod, Flounder, Farmed Chinook Salmon
4	Ukraine	\$10.3	\$16.1	\$31.4	2.4%	94.6%	Hake, Pollock, Sablefish, Wild Chum Salmon
5	Hong Kong	\$31.4	\$17.3	\$23.7	1.8%	37.2%	Sea Cucumber, Geoduck Clams, Sea Urchin, Sablefish, Shrimp & Prawns, Oysters, Crabs, Scallops, Wild Sockeye Salmon
6	South Korea	\$4.1	\$6.3	\$10.1	0.8%	60.5%	Shrimp & Prawns, Herring, Sea Urchin, Skate, Wild Chinook Salmon, Farmed Atlantic Salmon, Pollock
7	Taiwan	\$7.2	\$10.0	\$10.0	0.8%	-0.9%	Farmed Atlantic Salmon, Sea Urchin, Shrimp & Prawns, Crabs
8	United Kingdom	\$12.8	\$16.7	\$9.1	0.7%	-45.6%	Wild Sockeye Salmon, Sablefish, Wild Pink Salmon, Wild Chum Salmon, Shrimp & Prawns, Sea Urchin
9	Germany	\$8.5	\$4.4	\$6.6	0.5%	50.7%	Wild Chum Salmon, Hake, Wild Sockeye Salmon, Sea Urchin, Wild Coho Salmon
10	France	\$4.9	\$5.0	\$6.1	0.5%	22.5%	Wild Chum Salmon, Marine Plants, Wild Sockeye Salmon
All Other Export Markets		\$73.2	\$69.6	\$58.5	4.4%	-15.6%	--
WORLD		\$981.2	\$1,130.2	\$1,325.7	100.0%	17.3%	Farmed Atlantic Salmon, Crab, Hake, Shrimp & Prawns, Herring, Wild Chum Salmon, Halibut

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – SALMON & TROUT PRODUCTS

- ❖ Farmed salmon was exported to six new markets in 2016 – Singapore, Thailand, Netherlands, the Philippines, Jamaica, and Bermuda
- ❖ Wild salmon exports to China and Japan increased by 87 per cent in 2016, from \$19 million in 2015 to \$35 million in 2016.

TOTAL VALUE OF SALMON & TROUT PRODUCT EXPORTS (\$ MILLIONS)



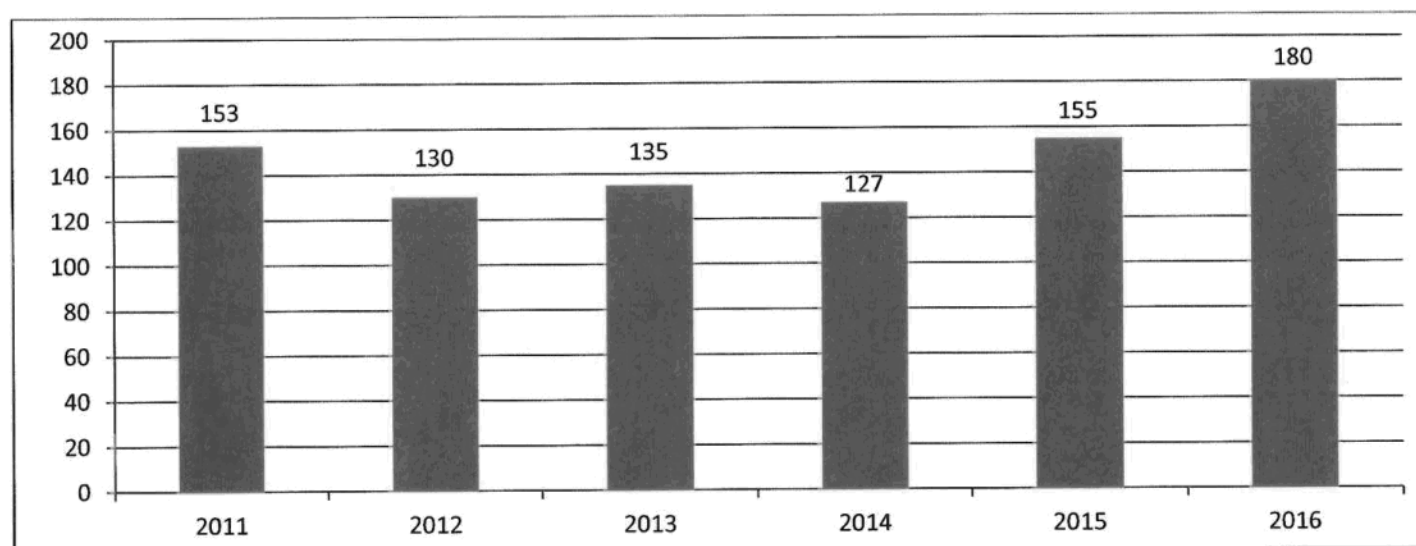
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Farmed Atlantic Salmon	\$254,988,971	\$411,329,669	\$524,211,479	72.8%	27.4%	U.S., Japan, China, Taiwan
Wild Chum Salmon	\$14,676,833	\$16,667,799	\$44,880,314	6.2%	169.3%	U.S., China, France, Spain, Portugal, Japan, Germany, Italy, Georgia
Wild Sockeye Salmon	\$90,022,775	\$38,159,879	\$28,080,258	3.9%	-26.4%	U.S., U.K., Japan, Australia
Wild Chinook Salmon	\$21,027,999	\$24,656,531	\$27,432,702	3.8%	11.3%	U.S., Japan
Farmed Chinook Salmon	\$18,675,607	\$17,313,002	\$20,022,373	2.8%	15.6%	U.S., Japan
Wild Pink Salmon	\$28,038,367	\$13,982,242	\$12,137,067	1.7%	-13.2%	China, Thailand, Belgium, Australia, United States
Wild Coho Salmon	\$4,760,720	\$6,083,111	\$7,540,782	1.0%	24.0%	United States, Belgium
Farmed Trout	\$114,796	\$587,150	\$462,145	0.1%	-21.3%	U.S.
Farmed Coho Salmon	\$1,349,525	\$3,232,863	\$241,022	0.0%	-92.5%	U.S.
Other Salmon & Trout Products	\$54,692,528	\$45,850,938	\$54,580,736	7.6%	19.0%	--
Subtotal - Farmed	\$275,128,899	\$432,462,684	\$544,937,019	75.7%	26.0%	U.S., Japan, Taiwan
Subtotal - Wild	\$213,219,222	\$145,400,500	\$174,651,859	24.3%	20.1%	U.S., Japan, U.K., China, Germany, Thailand, Belgium, Australia, France, Italy, Netherlands, New Zealand
TOTAL SALMON & TROUT PRODUCTS	\$488,348,121	\$577,863,184	\$719,588,878	100.0%	24.5%	U.S., Japan, U.K., China

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – GROUND FISH PRODUCTS

- ❖ In 2016, hake, at \$71 million, comprised 39 per cent of all groundfish exports.
- ❖ Sablefish was one of B.C.'s most diverse seafood exports in 2016, reaching 14 different markets.
- ❖ Exports of halibut have increased every year since 2014.

TOTAL VALUE OF GROUND FISH PRODUCT EXPORTS (\$ MILLIONS)



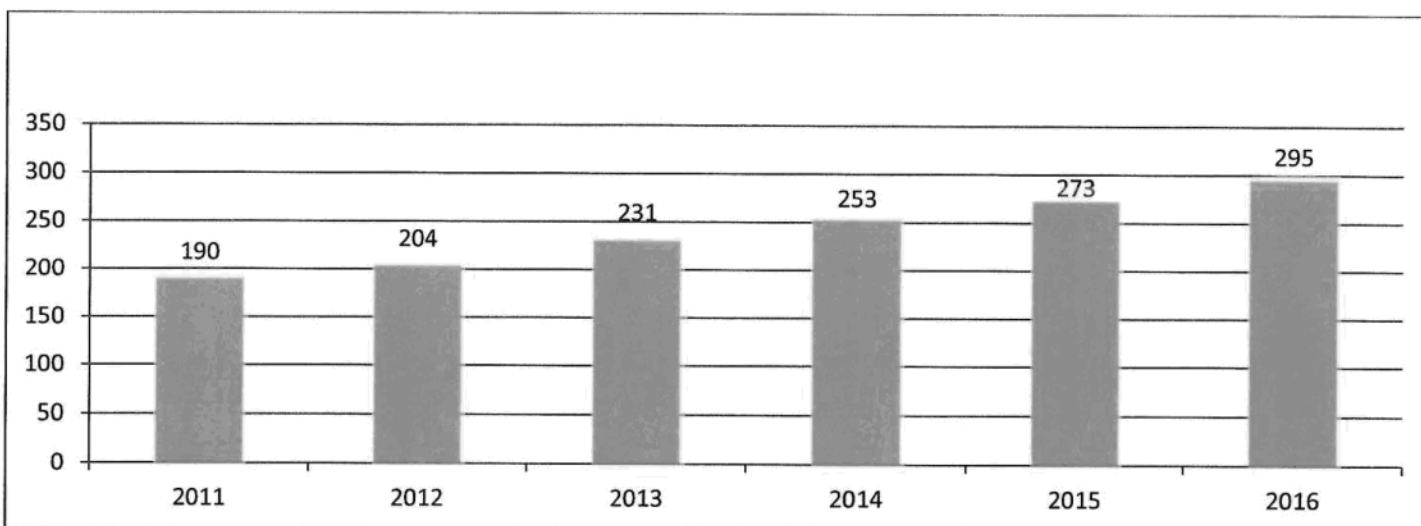
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Hake	\$40,698,371	\$44,117,416	\$70,608,627	39.1%	60.0%	Ukraine, China, Lithuania
Halibut	\$32,038,116	\$38,055,409	\$43,587,191	24.2%	14.5%	U.S.
Flounder	\$10,287,082	\$14,478,055	\$17,150,600	9.5%	18.5%	China, Japan, U.S.
Sablefish	\$12,180,939	\$20,267,169	\$14,806,978	8.2%	-26.9%	Japan, U.S., U.K., Hong Kong
Cod	\$2,381,099	\$3,863,660	\$3,133,473	1.7%	-18.9%	U.S., Japan, China
Sole	\$2,042,987	\$2,188,959	\$2,318,103	1.3%	5.9%	China, U.S.
Pollock	\$5,776,841	\$3,780,812	\$2,286,591	1.3%	-39.5%	China, South Korea, Ukraine
Lingcod	\$1,102,481	\$1,416,069	\$2,044,208	1.1%	44.4%	U.S.
Pacific Ocean Perch	\$1,673,588	\$1,626,017	\$1,646,290	0.9%	1.2%	U.S.
Skate	\$686,955	\$1,407,676	\$857,660	0.5%	-39.1%	South Korea
Dogfish	\$408,584	\$885,882	\$299,819	0.2%	-66.2%	U.K., Hong Kong
Turbot	\$14,363	\$63,090	\$80,732	0.0%	28.0%	Vietnam, China
Other Groundfish Products	\$17,219,902	\$22,742,358	\$21,630,140	12.0%	-4.9%	--
TOTAL GROUND FISH PRODUCTS	\$126,511,308	\$154,892,572	\$180,450,412	100.0%	16.5%	U.S., China, Ukraine, Japan

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – INVERTEBRATE & MARINE PLANT PRODUCTS

- ❖ At \$142 million, crab was B.C.'s sixth largest agrifood and seafood export in 2016, increasing 22 per cent.
- ❖ Shrimp and prawn exports fell slightly in 2016, but remain one of B.C.'s top seafood exports at \$47 million.
- ❖ Sea cucumber exports were one of B.C.'s fastest growing products in 2016, increasing 47 per cent from \$8 million in 2015 to \$12 million in 2016.

TOTAL VALUE OF INVERTEBRATE & MARINE PLANT PRODUCT EXPORTS (\$ MILLIONS)



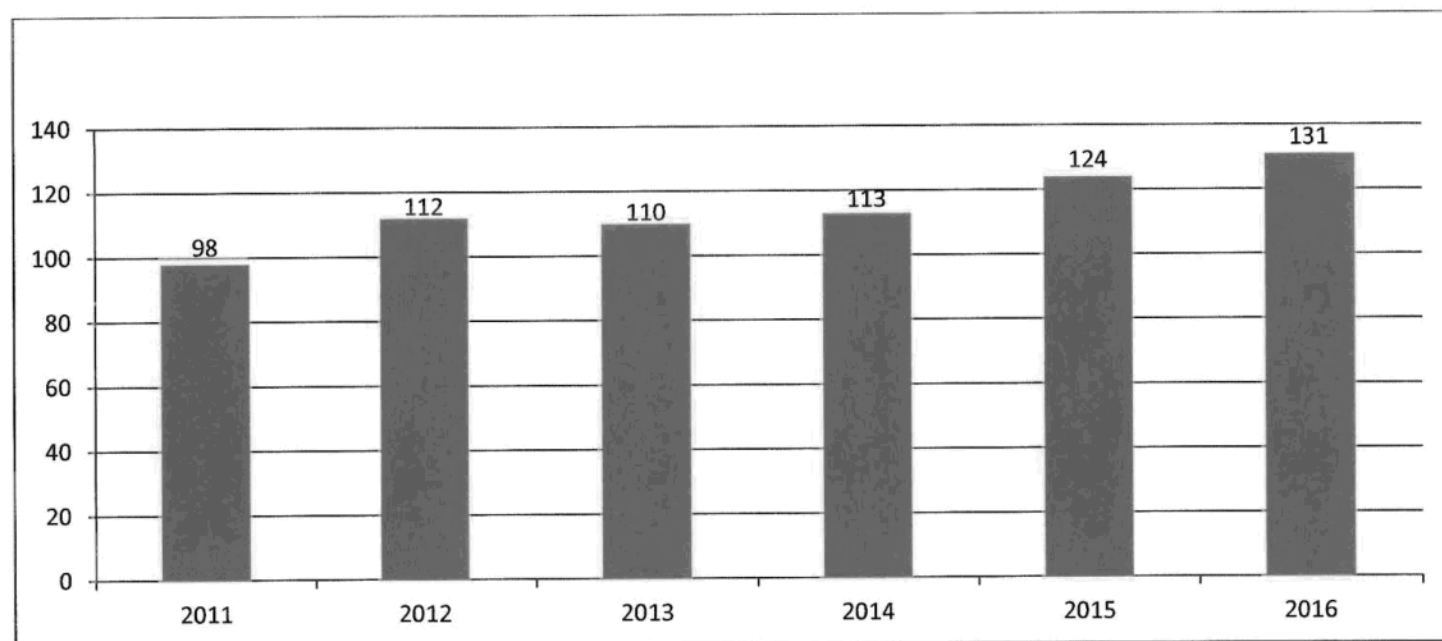
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Crab	\$102,015,992	\$115,974,497	\$141,526,015	48.0%	22.0%	China, U.S., Singapore
Shrimp & Prawns	\$48,649,238	\$49,942,532	\$46,545,449	15.8%	-6.8%	China, U.S., Japan, South Korea
Geoduck Clams	\$47,009,052	\$43,519,159	\$38,055,686	12.9%	-12.6%	China, Hong Kong, Macao
Sea Urchins	\$15,480,016	\$19,873,596	\$20,596,820	7.0%	3.6%	Japan, Hong Kong, Taiwan, South Korea, China, U.S.
Oysters	\$15,376,056	\$16,721,778	\$18,195,031	6.2%	8.8%	U.S., Singapore
Sea Cucumber	\$9,982,877	\$8,387,787	\$12,359,998	4.2%	47.4%	Hong Kong, China
Clams	\$10,791,282	\$10,613,507	\$9,377,998	3.2%	-11.6%	U.S., China
Mussels	\$264,600	\$1,493,130	\$2,375,855	0.8%	59.1%	U.S., Japan
Marine Plants	\$551,055	\$373,838	\$746,114	0.3%	99.6%	France, Italy
Scallops	\$425,232	\$1,292,748	\$473,879	0.2%	-63.3%	Hong Kong
Other Invertebrate & Marine Plant Products	\$2,343,029	\$5,272,632	\$4,604,049	1.4%	-12.7%	--
TOTAL INVERTEBRATE & MARINE PLANT PRODUCTS	\$252,888,429	\$273,465,204	\$294,856,894	100.0%	7.8%	China, U.S., Japan, Hong Kong

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – OTHER SEAFOOD SPECIES & PRODUCTS

- ❖ Herring was B.C.'s top seafood export to Japan in 2016, reaching \$28 million in value.
- ❖ Exports of tuna fell in 2016, mostly due to lower sales in the U.S. However, it was still a top 10 product for B.C. seafood exports in 2016.
- ❖ B.C.'s other fish fillets category includes exports of tilapia, smelt, whitefish, and perch, among others.

TOTAL VALUE OF OTHER SEAFOOD PRODUCT EXPORTS (\$ MILLIONS)



PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Herring	\$38,161,765	\$35,016,914	\$45,173,382	34.5%	29.0%	Japan, China, U.S., South Korea
Tuna	\$25,223,893	\$30,974,094	\$28,201,687	21.6%	-9.0%	U.S., China
Other Fish Fillets	\$17,345,495	\$21,327,701	\$22,999,160	17.6%	7.8%	U.S.
Fats, Oils & Extracts	\$5,010,911	\$4,253,760	\$4,081,591	3.1%	-4.0%	South Korea, U.S.
Flour, Meal & Pellets for Non-Human Consumption	\$2,860,824	\$4,216,976	\$3,445,751	2.6%	-18.3%	U.S.
Caviar	\$2,512,144	\$1,223,351	\$1,597,679	1.2%	30.6%	Germany, U.S., U.A.E.
Eels	\$877,471	\$175,985	\$439,560	0.3%	149.8%	Hong Kong, South Korea
Other Wild & Farmed Seafood Species & Products	\$21,485,852	\$26,791,972	\$24,912,905	19.1%	-7.0%	--
TOTAL OTHER SEAFOOD SPECIES & PRODUCTS	\$113,478,355	\$123,980,753	\$130,851,715	100.0%	5.5%	U.S., Japan, China

Source: Statistics Canada, CATSNET Analytics (February 2017)

NOTES AND DEFINITIONS

- “Domestic exports” includes all goods grown, produced, extracted or manufactured in British Columbia and leaving the province (through customs) for a foreign destination. Exports of imported merchandise that have been substantially enhanced in value are also included.
- “Agrifood” includes agrifood products produced by farmers, growers and ranchers in British Columbia, as well as products manufactured by B.C.’s food, beverage and tobacco processors. Agrifood does not include any seafood, fish, shellfish or marine plant products.
- “Seafood” includes fish, shellfish and marine plants and their products harvested or cultured in British Columbia marine and freshwater as well as seafood products manufactured by B.C.’s food processors.
- “Food Preparations for Manufacturing and Natural Health Products” includes pastes, powders and flavourings used by food manufacturers, as well as natural health products.



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